

## NEWS SUMMARY

## GENERAL

## Iraq launches attack on port

Iraq poured in reinforcements, including fresh armour, to subjugate the Iranian port of Kharranah before tomorrow, when it has offered to implement a unilateral cease-fire in its 12-day war with the Islamic Republic.

Both countries reported heavy fighting for the town as flames stabbed the night sky. Tehran earlier claimed that the Iraqis had withdrawn but in Basra evacuees said heavy street-fighting continued and the Government said there were pockets of resistance.

On Thursday Iraq said it was halting its advance because its forces had achieved their main targets. Iraq first announced the capture of Kharranah on September 25, Page 2.

## Paris synagogue bomb kills 4

At least four people were killed and 15 injured, many seriously, when a car-bomb exploded outside a Paris synagogue in Rue Copernic, 16th district, the capital's main centre for Liberal Jews.

It was the most serious attack in a series following the bombing of a neo-Nazi group. The Faisceaux Nationalistes Europeens (European Nationalist Groups) claimed responsibility. FNE consists mainly of members of FANE, a Rightist group banned recently.

## Heroin factory

Scotland Yard's drugs squad believes it has eliminated a heroin factory after swoops in North London and Hertfordshire in which 12 people were arrested and a heroin worth £250,000 was seized.

## Hongkong reply

Hong Kong Governor Sir Murray MacLehose described as "poppycock" a recent report that Britain and China had secretly agreed to an early return of the colony to China.

## Joseph booted

Industry Secretary Sir Keith Joseph was given a rough reception by workers when touring Humberside. He was booted off premises at British Aerospace, Brough, and chanted at by Hull workers of Armstrong Patents.

## Tory MP reacts

John Biggs-Davison, MP for Epping Forest, resigned as parliamentary vice-chairman of Tory Right-wing Monday Club in protest against its warning to Mrs Thatcher of "growing resentment" at plight of industry. He had not been consulted.

## Savoy killing

A man detained at Southend was escorted to Bow Street police station in connection with Wednesday's Savoy Hotel killing of masseuse Catherine Russell, 27, of Chelsea Cloisters.

## Bushfires

Worst bushfires in South-East Australia since World War II are sweeping through East Gippsland forest areas. Victoria Premier's Minister said 100,000 acres at least already destroyed.

## Portugal denial

On the eve of tomorrow's General Election, Portugal's Prime Minister Carneiro denied allegations about his financial dealings and personal life.

## Briefly...

Shell UK's £35,000 mobile reception unit for birds damaged by pollution, Britain's first, presented to RSPCA in Somerset.

Republic of Ireland appointed its first woman High Court Judge, Miss Mella Carroll, 46.

## GRIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISES	FALLS	Cent. Pacific Mins.
Alroy & Smithers 363 + 25	Gongong Cons. 790 + 20	
Alroy Higgs 51 + 4	Hill 50 Gold 55 + 4	
Concentric 49 + 44	Peko-Wallend 600 + 20	
Currys 247 + 8	FALLS	
First Castle 46 + 7	Automotive Prods. 59 - 4	
Ford (Marine) 25 + 2	Distillers 206 - 4	
Hambles Life 217 + 9	FC Finance 70 - 8	
Keen & Scott 115 + 17	Grimshawe 55 - 8	
Lee Cooper 165 + 15	Security Centres 64 - 9	
Lytle Shipping 252 + 12	Tate & Lyle 150 - 5	
Pritchard Services 105 + 6	Bekeley Explo. 404 - 10	
Samuel Props. 140 + 4	BP 182 - 6	
Scottish Met. 142 + 4	Double Eagle 780 - 50	
Town & City 251 + 11	Warrior 890 - 50	
Vickers 138 + 10	Charter Cons. 286 - 7	
Wardle (B.) 231 + 7	Cons. Gold Fields 637 - 13	
Watshams 257 + 15	Mount Carrington 442 - 8	
Watson & Philip 35 + 4	RTZ 324 - 6	
Shackleton Pet. 74 + 4	Tanks Cons. 324 - 6	
Berrutal 273 + 30		

## BUSINESS

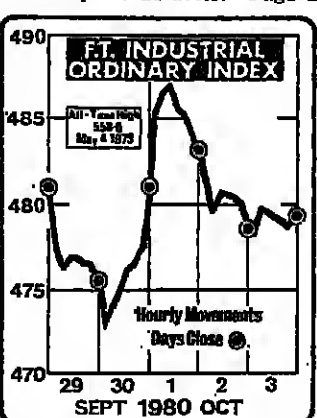
## Gold off \$35 on week; \$ at Y207.5

● GOLD closed \$7 lower at \$668.30, a loss of \$35 on the week, after rumours of increased OPEC oil production and higher U.S. interest rates. Page 23

● DOLLAR eased to DM 1.5105 (DM 1.5120) and drifted further against the Yen to Y207.50 (Y208). Its trade weighted index was \$3.4 (\$3.5). Page 23

● STERLING rose 20 points to \$2.3890. Its trade weighted index was 75.8 (75.7). Page 23

● EQUITIES: the first week of the trading account closed quietly with the FT 30-Share Index up 0.6 at 479.3. Page 26



● GILTS: the Government Securities Index closed 0.05 lower at 70.76. Page 26

● WALL STREET was up 9.81 before the close at 952.05. Page 20

● EEC ATTEMPT to assume powers of scrutiny over State assistance to nationalised industries will be challenged in the European Court by Britain, France and Italy. Back Page

● MOTORWAY design and supervision work worth £14bn. is to be transferred from the Department of Transport to private contractors, Transport Minister Norman Fowler said.

● BRITISH TELECOM chairman asked the Government to relax restrictions on raising external finance. Page 3

● OIL industry reports from Japan said leading OPEC members would raise production by more than 1m barrels a day to offset Gulf War losses. Back Page

● LLOYD'S OF LONDON agrees final terms for the rescue of the Sasse syndicate, facing £21.5m losses. Page 4

● EILM Union leaders and several newspaper groups are discussing a replacement for the closure-threatened London Evening News.

● GKN SANKEY and GOOD-YEAR announced nearly 1,000 redundancies, blaming imports and recession. Page 4

● BOWATER, which plans to close its Ellesmere Port newspaper mill with 1,600 redundancies, is eligible for "tens of millions of pounds" in grants and loans. Back Page

● CIVIL SERVICE unions set aside £2m to finance possible winter action on pay. Page 4

● NCC ENERGY and Damson Oil Corporation took a joint \$40m (£16.7m) stake in 800 U.S. gas wells. Back Page and Lex: shareholding reorganisation. Page 18

● CANPEAU CORPORATION, Canadian property group, failed to win control of Royal Trustco, Canada's largest trust company. Page 21

● LYLE SHIPPING said first half pre-tax profits fell £308,000 to £2.33m. Page 18

● WARD WHITE, footwear, engineering and safety products group, reported pre-tax first half profits down from £2.65m to £1.81m. Page 18

● IBSTOCK-JOHNSON, brick-maker and woodpulp agent, said taxable profits were £831,049 (£1.26m) in the first half. Page 18

● G. W. SPARROW and Sons, crane hire group, said first half profits fell 30 per cent to £437,000 before tax. Page 18

## Foot may stand if Callaghan refuses new plea to stay

BY RICHARD EVANS, LOBBY EDITOR, IN BLACKPOOL

PRESSURE TO persuade Mr. James Callaghan to remain as Labour Party leader until a new system can be devised to elect his successor increased yesterday from an initiative from Mr. Michael Foot, the party's deputy leader.

On the final day of the most bruising and convulsive annual conference for 20 years, delegates left Blackpool with party unity in tatters and with continuing uncertainty and intrigue over the leadership shambles.

But Mr. Foot, perhaps the key figure in the party hierarchy because of his combination of loyalty to Mr. Callaghan and connections with the Left-wing, came out strongly in favour of Mr. Callaghan's abandoning any intention of retiring next month.

Equally significantly, he confirmed rumours that he might stand for the leadership himself. Mr. Callaghan still retire in November. This would make the contest much more open and would damage Mr. Denis Healey's chances of being elected by the Parliamentary Labour Party.

Early pressure on Mr. Callaghan to remain, once the conference had decided to change the method of electing the leader, came from the Left

and from trade unions. It was widely regarded as an unlikely attempt to block Mr. Healey from taking over the leadership of the PLP and thus becoming a more formidable opponent for a Left-wing candidate when the new rules come into force.

Mr. Callaghan will take Mr. Foot's advice more seriously, however, and the chances were being growing that he will stay on as leader. He will still not

announce his intentions, despite pressure from the Right-wing of the party, for him to do so, until Mr. Foot's return to Parliament in a month's time.

Mr. Foot said in a radio interview that there was everything to be said for Mr. Callaghan staying on. "I hope he will be able to... that I believe would be the best way to settle the whole thing."

Mr. Foot made it clear that he would not stand against Mr. Callaghan in a November leadership election. Asked if he would stand in other circumstances he replied: "I would not say in some other circumstances that I might not do so... I am waiting to see what the circumstances might be."

Then in a plea to the moderat

Conference reports. Page 4  
Feature. Page 16

## Giscard holds line on Japanese car imports

BY TERRY DODSWORTH IN PARIS

JAPANESE car manufacturers will not be allowed to increase their sales in France, until Japan gives reciprocal access to its home market, President Valéry Giscard d'Estaing said yesterday.

The French president's statement, made at the Paris Motor Show, gives unequivocal authority to a long-established French position which has rarely before been aired in public.

The president recalled that a market limitation of 3 per cent had been placed on Japanese registrations in France when he was finance minister. "This has never been exceeded and never will be exceeded," he stressed.

While the Government has now clearly marked out a position on Japanese car imports which is quite different from that of West Germany, which has stood firmly behind its free trading principles this year, Mr. Giscard was careful to underline France's commitment to liberal trade policies.

"We accept competition," he said, "but we want this to be carried out on a common base. If market conditions are not the same, fair competition does not exist."

The President's remarks came at the end of a week in which European leaders, who have used the Paris show to deliver an orchestrated cry of alarm about the wave of Japanese car imports which has swept into Europe this year.

These individual responses to the problem were brought together yesterday in a demand from the increasingly influential r-m-e-European vehicle constructors' committee (CCMC) for an EEC investigation into Japanese companies' tax and financial advantages.

The CCMC, after the meeting in Paris attended by chairman of virtually all the leading European companies, said that Japanese exports had increased by 30 to 40 per cent this year. Japanese companies had stepped up their car production by 20 per cent, while in all other manufacturing countries output had fallen.

"In parallel," the committee continued, "imports into Japan, which in 1979 were 50 times lower than exports, have diminished. At the present pace, the exports of Japanese cars will be more than 80 times greater than registrations of imported cars in Japan in 1980."

According to the committee, European cars are more expensive than Japanese cars, and European companies offer better service facilities. Where the Japanese have an advantage, it says, is in price, sales and distribution practices—features which are based on tax and financial differences, lower costs per working hour, and the under-evaluation of the yen.

The committee says that it is planning to initiate a discussion on all these questions with the Japanese manufacturers.

Should the Japanese offensive in Europe continue at the present pace, the future of the European industry will be at risk and employment would be "seriously threatened," the committee warns the EEC.

These views, openly echoed by leading industry figures, such as M. Bernard Hanon, head of Renault's car division, have also been strongly supported by Ford of Europe, which is not a member of the CCMC because of its American parentage.

## Coffee pricing accord reached

BY KEVIN RAFFERTY

AN INTERNATIONAL agreement aimed at stabilising the volatile world coffee market was finally reached in London at 5 a.m. yesterday after weeks of negotiations. The agreement, between leading coffee exporting and importing countries, could prove an important step in the efforts to regulate world commodity markets.

It also marks a significant change of policy by producing countries, led by Brazil, in agreeing to abandon their previous attempts to control the world coffee market themselves.

Under the package hammered out between members of the 67-nation International Coffee Organisation the existing Coffee Agreement will be given "teeth" in the form of export quotas aimed at keeping prices within an agreed range con-

sidered fair to both producers and consumers.

Supplies will be rationed to keep prices up, but the deal is unlikely to cause any immediate sharp rise in retail prices of coffee.

Wholesale market prices in London rose initially yesterday but later eased. It was claimed that the quotas will offer more than enough coffee to meet projected demand.

Exports from the producing countries in 1980-81 will be limited to 57,377m bags of 60 kilos. These quotas will be used to keep coffee prices between 115 U.S. cents a pound and a ceiling of 155 cents. The mid-point of the range is 135 cents, higher than the present depressed coffee prices of below 125 cents a pound.

The Latin American pro-

ducers have agreed on return to disband their Pancafe Corporation which they were using to buy up surplus coffee and thus create a market shortage.

Pancafe, which suffered heavy losses trying in vain to lift prices, will re-sell its stocks—estimated between 1.6m and 1.8m bags—in such a way that the market will not be disrupted.

Brazil, the world's largest producer, gets the largest quota allocation, with 14.5m bags after allowing for an initial conditional shortfall of 500,000 bags. Colombia is allocated 9.7m bags; Indonesia 3.2m; El Salvador 2.3m; Mexico 2.2m; Guatemala 2.1m; Uganda 2m; Costa Rica 1.5m; Ethiopia 1.4m; Kenya and Ecuador 1.3m each; Zaïre 1.2m; and India and Honduras 1.1m each.

These views, openly echoed by leading industry figures, such as M. Bernard Hanon, head of Renault's car division, have also been strongly supported by Ford of Europe, which is not a member of the CCMC because of its American parentage.

Should the Japanese offensive in Europe continue at the present pace, the future of the European industry will be at risk and employment would be "seriously threatened," the committee warns the EEC.

These views, openly echoed by leading industry figures, such as M. Bernard Hanon, head of Renault's car division, have also been strongly supported by Ford of Europe, which is not a member of the CCMC because of its American parentage.

The Latin American pro-

## Volcker warns on interest rates

By Jurek Martin, U.S. Editor in Washington

THE RECENT rise in U.S. interest rates was probably an "overreaction" on the part of the credit markets, Mr. Paul Volcker, chairman of the Federal Reserve Board, said yesterday.

He said it would be "inappropriate" for him to comment on criticism levelled at the Fed on Thursday by both President Jimmy Carter and, less directly, Mr. G. William Miller, the Treasury Secretary.

Both had warned that the nascent economic recovery could be nipped in the bud by higher interest rates. The President had said that the Fed appeared to be focusing too narrowly on its efforts to control the monetary aggregates to the exclusion of other economic factors.

Mr. Volcker, speaking at the end of the annual meeting of the International Monetary Fund in Washington, said he was sure that the U.S. ing in recent weeks at more supply, which, by its broadest measurement, has been growing in the money than double the Fed's own targets. "But you don't do this every week from week to week, we've learned that in spades this year," he added.

He said there had been periods before when the credit markets had tended to "jump and anticipate" events. "You wonder now if it hasn't jumped too much," he said, partly echoing Mr. Miller's comments of Thursday. The commercial banks' prime rate tends to be "too jumpy on the upside than on the downside," Mr. Volcker went on.

He acknowledged that current economic conditions, of continued high inflation and other problems, made markets understandably concerned. He said he shared that concern, but added that "anticipations" could run ahead of a more balanced look.

Mr. Carter's shifting of the responsibility for high interest rates on to the Fed reflected, of course, political necessity.

U.S. wholesale prices  
Page 2

\$ in New York

Spot 3a.3980 3890 3a.3940 3950  
1 month 0.61-0.66 dis 0.75-0.66 dis  
1.05-1.00 dis 1.35-1.26 dis  
12 months 1.30-1.15 dis 1.40-1.25 dis

These views, openly echoed by leading industry figures, such as M. Bernard Hanon, head of Renault's car division, have also been strongly supported by Ford of Europe, which is not a member of the CCMC because of its American parentage.

Should the Japanese offensive in Europe continue at the present pace, the future of the European industry will be at risk and employment would be "seriously threatened," the committee warns the EEC.

These views, openly echoed by leading industry figures, such as M. Bernard Hanon, head of Renault's car division, have also been strongly supported by Ford of Europe, which is not a member of the CCMC because of its American parentage.

Should the Japanese offensive in Europe continue at the present pace, the future of the European industry will be at risk and employment would be "seriously threatened," the committee warns the EEC.

These views, openly echoed by leading industry figures, such as M. Bernard Hanon, head of Renault's car division, have also been strongly supported by Ford of Europe, which is not a member of the CCMC because of its American parentage.

Should the Japanese offensive in Europe continue at the present pace, the future of the European industry will be at risk and employment would be "seriously threatened," the committee warns the EEC.

These views, openly echoed by leading industry figures, such as M. Bernard Hanon, head of Renault's car division, have also been strongly supported by Ford of Europe, which is not a member of the CCMC because of its American parentage.

Should the Japanese offensive in Europe continue at the present pace, the future of the European industry will be at risk and employment would be "seriously threatened," the committee warns the EEC.

These views, openly echoed by leading industry figures, such as M. Bernard Hanon, head of Renault's car division, have also been strongly supported by Ford of Europe, which is not a member of the CCMC because of its American parentage.

Should the Japanese offensive in Europe continue at the present pace, the future of the European industry will be at risk and employment would be "seriously threatened," the committee warns the EEC.

These views, openly echoed by leading industry figures, such as M. Bernard Hanon, head of Renault's car division, have also been strongly supported by Ford of Europe, which is not a member of the CCMC because of its American parentage.

Should the Japanese offensive in Europe continue at the present pace, the future of the European industry will be at risk and employment would be "seriously threatened," the committee warns the EEC.

These views, openly echoed by leading industry figures, such as M. Bernard Hanon, head of Renault's car division, have also been strongly supported by Ford of Europe, which is not a member of the CCMC because of its American parentage.

Should the Japanese offensive in Europe continue at the present pace, the future of the European industry will be at risk and employment would be "seriously threatened," the committee warns the EEC.

These views, openly echoed by leading industry figures, such as M. Bernard Hanon, head of Renault's car division, have also been strongly supported by Ford of Europe, which is not a member of the CCMC because of its American parentage.

## MASSEY-FERGUSON

## Minister's plea to creditors

BY IAN HARGREAVES IN OTTAWA

THE CANADIAN Government said yesterday it was willing to help construct a financial rescue package for the Massey-Ferguson farm machinery company, but stopped well short of providing a detailed plan for making specific financial commitments.

Mr. Herb Gray, the industry minister, issued a brief but vague statement that his Government would "work closely with the Canadian Imperial Bank of Commerce and other interested principals, in order to assist them to put together an adequate plan for the re-financing of the company."

In the circumstances, the Government expects lenders and suppliers to maintain their existing arrangements with the company to allow time for the bank and the company to put a re-financing plan in place.

Mr. Gray said the Government's view was that, given adequate re-financing, "Massey Ferguson will continue to play a strong role in the farm equipment sector."

Mr. Gray's remarks amounted to little more than a plea for more time to the company's 250 worldwide lenders, to which Massey and its subsidiaries owe almost U.S.\$32m. The Government has been considering for one month a request for up to \$500m (£178m) aid, to strengthen the company's finances. It has considered providing help in the form of equity, loan-guarantees, grants or a mixture of all three.

Mr. Victor Rice, Massey's British-born chairman, said he was "delighted" the vital assistance of the Government is to be extended to the company. Thursday's dramatic with-

drawal from the company's affairs by main shareholder, the Argus Corporation, had provided "desirable flexibility" in re-organising the company's finances, he said.

Mr. Gray denied, however, that pressure from the Liberal Government lay behind the decision of Mr. Conrad Black, the wealthy Toronto Conservative who is president of Argus and until June was chairman of Massey, to give his 3m Massey shares, worth around C\$25m (\$8.8m), to the company's own Canadian pension funds.

Yesterday Mr. Black said he may once more be prepared to participate in Massey at some time in the future.

Mr. Gray gave little further indication of what course the Canadian Government will follow in its negotiations with banks and Massey Ferguson in the coming weeks, but he did say that sale of part of Massey was not excluded. There is some pressure in Canada for Massey to be forced to sell off its UK based Perkins Engine subsidiary, which has 15,000 of the company's 46,000 employees worldwide.

In recent months Massey has been approached by several potential buyers for various parts of its business.

Mr. Gray said his Government's objective was first, to restore confidence in Massey's future, and the not work to viding help in the form of equity, loan-guarantees, grants or a mixture of all three.

He said Argus's gift of shares to the pension fund, giving in theory, at least, a powerful stake in the company's future.

Continued on Back Page

## Dawn-raid ban continues

BY JOHN MOORE

THE BAN on "dawn raids" is continuing until the Council for the Securities Industry (CSI), which oversees regulations involving business, can introduce new rules in a few weeks' time.

Once the new regulations are implemented, old style "dawn raids" of the sort seen earlier this year will become impossible.

The move has been caused by widespread City concern about the series of raids on companies' shares. The practice involves a single buyer who picks up a substantial block of a company's equity in a matter of minutes as soon as the Stock Exchange has opened for business.

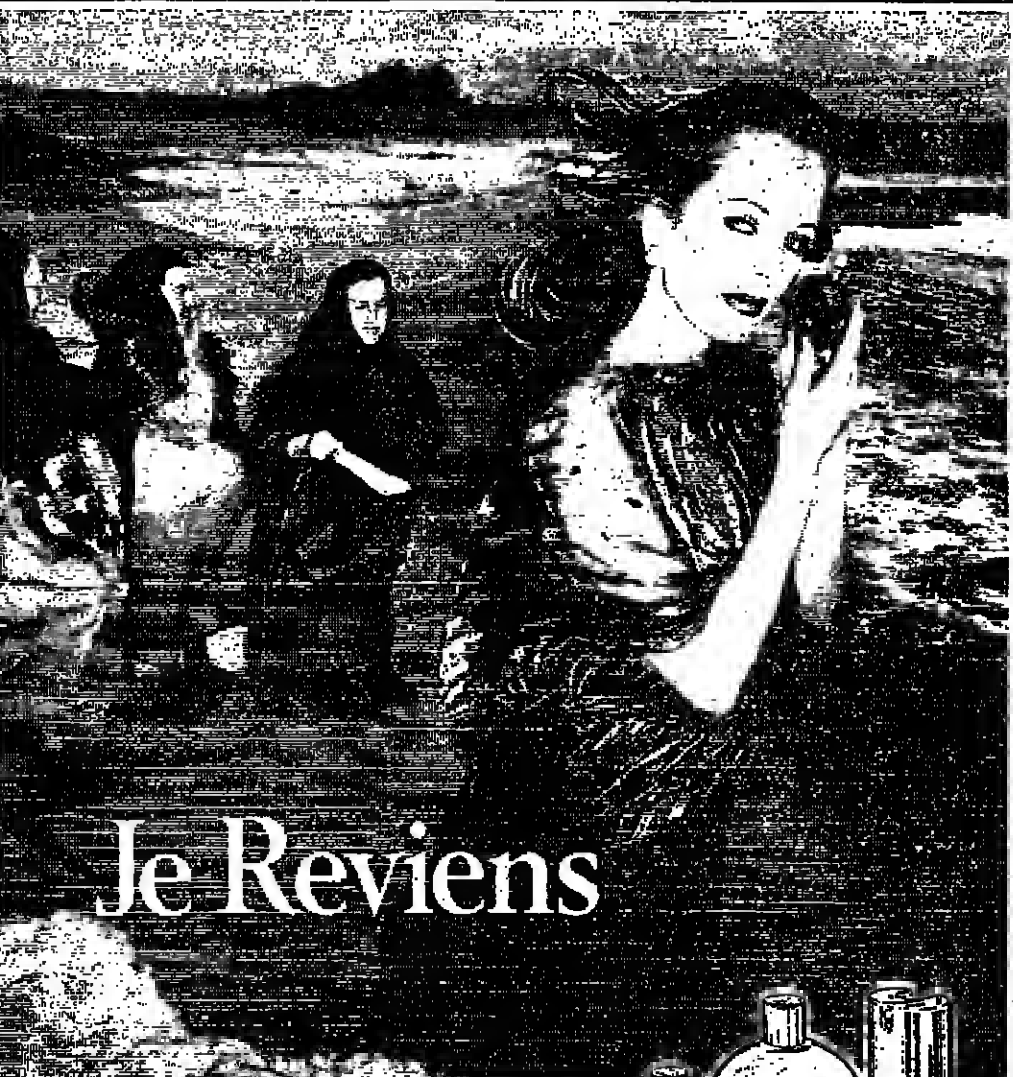
An essential objection to the raids was that they enabled one group of shareholders to sell their entire holding on terms significantly more favourable than those available to the rest.

Among the companies which became victims of "dawn raids" were Petrocan, Mallinson-Denny, Gough Cooper, British Printing and Pritchard Services.

CSI, in its new rules outlined yesterday, will stipulate that a person cannot purchase, within any period of one week, voting shares amounting to 5 per cent or more of the voting capital of a company, except from a single shareholder. If the purchase would take the prospective buyer's holding (including his existing holding) to 15 per cent or more.

Such purchases would have to be made through a tender offer over a period of a week, or through a partial or full bid.

Details, Page 2  
Lex, Back Page



Je Reviens

Let Je Reviens be your message from now on—as a parfum, parfum de toilette, eau de cologne, eau de toilette, talc, savon and other bath-time luxuries.

LES PARFUMS  
WORTH  
PARIS

From high class stores, selected chemists and the larger branches of Boots.



## OVERSEAS NEWS

## Poland's free union shows its strength

BY CHRISTOPHER BOBINSKI IN WARSAW

POLAND'S largest independent union, Solidarity, whose leaders claim 10 million supporters, demonstrated its strength in a one-hour nationwide strike at midday yesterday.

The strike was in protest at the delay in implementing wage increases promised by the authorities in August, as well as official obstruction of union organising activity and lack of adequate access to the media.

Yesterday's stoppage took place to the 40 or so regional centres where the Solidarity organisation had been set up, and reports from various Polish towns suggest it went off in a calm and disciplined atmosphere.

Solidarity has stated that if its demands are not satisfied by October 20, it will then consider calling a general strike.

The strike comes before a key party Central Committee meeting scheduled for this morning, and the protest action will no doubt overshadow the debate in the leadership, which is by no means united on how to deal with the new unions.

One side of official indecision is that the authorities are willing to talk to the Solidarity union leaders while the Warsaw court which is examining the union's application for official registration, has told the union that the nation wide status is contrary to the original August agreement between strikers and government.

But yesterday's strike showed

beyond doubt that the union is a force to be reckoned with.

In Gdansk, where the union is strongest, the strike was widespread. Both there and in the adjoining towns of Sopot and Gdynia, office workers came out into the streets as buses halted and taxi-drivers soured their horns to mark the start of the stoppage.

In Warsaw, only a few important plants selected by the union stopped work. Bus drivers drew into the kerb, while tram-drivers carried on but switched on their headlights in a sign of solidarity.

A union official said that Poznan in Western Poland, was decked with national flags to show support for the strike. Some 150 plants halted work. Reports from Silesia, Poland's key industrial district, say the strike call was well supported there.

Today's central committee meeting will reveal what policies the party authorities are planning for the future.

The DM 1.2bn (£255m) credit to Poland arranged by a consortium of 25 West German banks is to be officially signed next Friday. The loan, agreed in principle before the recent wave of strikes swept through Poland, is chiefly aimed at helping finance the country's external borrowing requirements for 1980.

## Craxi reorganises party hierarchy

BY RUPERT CORNWELL IN ROME

THE ITALIAN Socialist leader, Sig. Bettino Craxi, was last night completing a reorganisation of the party hierarchy— which will significantly strengthen his grip on the rebellious members—and clear the way for a start by Sig. Craxi as Prime Minister.

Sig. Craxi's resignation as party leader earlier this week was a first move to secure approval by yesterday's central committee of a new party directorate, in which his right-wing "autonomous" faction will hold two-thirds of the 35 seats, compared with its present majority of one.

The process amounts to a significant setback for left. Sig. Claudio Signorile, left-wing Deputy Secretary of the party, is expected to lose his job. But

whether this consolidation of Sig. Craxi's position will simplify the task of forming a new government—for which Socialist support is essential—is another matter.

Inevitably, the more pronounced right-wing of the party will make the Communist (PCI) even more suspicious of Sig. Craxi. Nor is the risk of mutiny by his Left, much more favourable to a broad deal with the PCI, removed.

Sig. Forlani will start talks on Monday about the new Administration, he hopes to form.

Meanwhile, Fiat, the country's biggest private employer, remained paralysed yesterday as unions bitterly fought the company's plan to lay off 23,000 workers in its troubled car and steel divisions.

## Gandhi's son stays a pilot

By K. K. Sharma in New Delhi

MR. RAJIV GANDHI, son of Mr. Indira Gandhi, India's Prime Minister, has confounded those who expected him to announce his decision this month to go into politics. Last week he set off for Hyderabad, to train to fly Boeing 737s for Indian Airlines.

This does not mean he has decided against a political career. People close to him say he feels that he needs the Boeing training to complete his career as a pilot. He has been flying turbo-prop Avro aircraft for Indian Airlines, and was selected only recently for upgrading as a Boeing pilot. Mr. Gandhi wants him to give up flying altogether. Her younger son, Sanjay, was killed in an aircraft crash last June.

Rajiv's formal decision on a career in politics will be made after his return to Delhi. It is doubtful what that decision will be, since he has said he would do what his mother thought was best for her. Mrs. Gandhi has let it be known that she wants his help.

Since Sanjay's death, he has done little flying, and has been helping his mother. Only poli-



Rajiv Gandhi

ticians cleared by him have access to her.

Rajiv's friends say he does not think much of his younger brother's followers, some of whom now hold cabinet rank, while some are chief ministers of States.

After Rajiv starts his new career—first as a kind of secretary to his mother—many of them are expected to find they have lost their influence. Change in Mrs. Gandhi's cabinet and in the State governments are also likely.



Mr. Pierre Trudeau

## Trudeau stirs up hornets

By W. L. Lusheers

CANADA'S Prime Minister, Mr. Pierre Trudeau, has stirred up a hornets' nest with his announcement that he wants to give Canada its own constitution despite his failure to agree on the plan with the Premiers of the 10 Canadian provinces.

Mr. Joe Clark, the opposition leader, and head of the Progressive Conservative Party, said the plan would divide the country and lead to prolonged court battles.

Mr. Ed Broadbent, leader of the New Democrats, the third largest party in the Canadian House of Commons, was less scathing, but found fault with Mr. Trudeau for not proposing to strengthen the rights the provinces have to control their own natural resources.

Given that much of the economy is resource-based, control over raw materials is a key question involving both power and money.

Though Canada has been a sovereign state since 1931, the key constitutional document is the British North America Act passed by the British Parliament in 1857.

Canadians never have been able to agree on a formula for amending this Act, with the result that key provisions to this day may be changed only by the British Parliament.

In practice, it always does so, provided the Canadian Parliament requests the change.

That is the procedure Mr. Trudeau is now intending to use. After thorough debate in the Canadian Parliament, much of it in committee, Westminster is to be invited to relinquish to Canada control over the British North America Act.

As part of a last series of British amendments, Mr. Trudeau wants Westminster to vote a Bill of Rights, a guarantee of the language rights, and an interim amending procedure. The latter would be replaced within two years by a formula he agreed in Canada.

On the economic side, Mr. Trudeau wants to entrench in the constitution the right of the poorer provinces to the so-called equalisation payments made into their treasuries from the Federal budget, and the right of people to move freely throughout the country to take up jobs.

The proposals will almost all arouse the opposition of some or all provincial premiers. Mr. René Lévesque, of Quebec, will resist having to provide English-language schooling more freely than at present; the premiers of the oil and gas producing provinces, with Mr. Peter Lougheed of Alberta, and Mr. Bill Bennett of British Columbia at their head, will fight bitterly for more assured control than they already have of their natural resources.

Mr. Lévesque and Mr. Bennett have threatened to go to court if Mr. Trudeau, as he now proposes, acts unilaterally. The legal position is tangled, though Mr. Trudeau's advisers at least seem to be convinced that he is within his rights.

The political consequences are even harder to foresee. Mr. Trudeau's Liberals are weak in the resource-rich West, which may become even further alienated than it already is from Ottawa.

In Quebec, Mr. Lévesque and his Parti Québécois, in disarray since losing the referendum on sovereignty for Quebec, may now have found an issue for the provincial election to be held within a few months, perhaps even weeks.

Baghdad in desperate bid to capture Khorramshahr by tomorrow  
Iraqis pour in reinforcements

BY RICHARD JOHNS IN BASRA



Iraqi armed forces yesterday poured in reinforcements, including new armour, in a bid to subjugate the port of Khorramshahr on the Shatt al-Arab estuary by tomorrow—when Baghdad has offered to implement a unilateral ceasefire.

In Baghdad, the Iraqi Government declared that all its military objectives had been achieved. Yet here, the failure in face of surprisingly dogged Iranian resistance to occupy Khorramshahr, and Abadan further along the waterway, was all too clear and also admitted by officials here.

They, and troops returning from the front, reported that Iraqi commandos had entered the town of Khorramshahr and were engaged in trying to eliminate Iranian forces there, in particular Revolutionary guards. About 300 of the guards are said to be dressed in civilian clothes, and their sniping is a danger both to attackers and inhabitants.

Yesterday, intense fire was directed on to the outskirts of the town, where a number of

public buildings have apparently been captured. But Khorramshahr seems to be proving a costly business—travelling from Baghdad to Basra yesterday, our car was passed by a dozen or so taxis carrying rough-hewn coffins draped in the Iraqi colours.

Abadan remained encircled, but as yet not occupied by Iraqi forces. The Iranians on the other side of the Shatt al-Arab were firing mortar bombs on Fao, the Iraqi oil terminal at the head of the waterway.

They had not succeeded in destroying the oil storage tanks there. Nevertheless, the town, with a population estimated at 10,000 in normal times, was largely deserted. The heavy movement of traffic, especially tanks and mechanised infantry combat vehicles, indicated a measure of desperation about the operation.

From the road running roughly parallel to the Shatt al-Arab, from Basra to Fao, four pillars of smoke rose high above Khorramshahr. Yet with Iraqi forces actively engaged in wiping out opposi-

tion, there was no sound of heavy firing descending on the city. The plan, it seems, is to send in heavy armour to support the assault troops.

An Iraqi ceasefire proposal presented at the United Nations on Wednesday by Dr. Saadoun Hammadi, Iraqi Foreign Minister, looks like being no more than a meaningless gesture, as a result of Iran's brusque rejection of it.

Since conditions attached to the Iraqi offer were that Iran should stop building up its forces, halt propaganda against Iraq, and show willingness to negotiate with it. For its part, Iraq has made it abundantly clear that it

has no intention of dropping its two basic demands that Iran should recognise its complete sovereignty over the Shatt al-Arab waterway and Iran should also renounce disputed areas along the border to the north which are already under Iraqi military occupation.

Roger Matthews adds Iran claimed yesterday to have forced Iraqi troops to retreat from Khorramshahr and that heavy fighting was continuing for the other major towns in Khuzestan Province.

The military communiqué issued in Tehran said there was "severe fighting and the Muslim people of the cities of Khorramshahr, Abadan, Dezful and Ahwaz, together with the armed forces, are bravely fighting against the Iraqi invaders."

A military official denied that there was hand-to-hand fighting in Khorramshahr. He said the battle was taking place outside the town along the Shatt al-Arab estuary. The Iraqis had been driven from the town, the official claimed, leaving nine dead and 24 wounded.

## Japanese workers to leave Bandar Khomeini

BY CHARLES SMITH, FAR EAST EDITOR, IN TOKYO

THE ENTIRE Japanese workforce of some 700 engineers and other specialists at the Bandar Khomeini petrochemical complex in southern Iran is to be evacuated to Tehran or Shiraz, it was decided yesterday.

The evacuation was decided upon at a meeting between Mr. Eiichi Yamashita, the senior Mitsui executive responsible for the project and Mr. Tanaka, the Minister of International Trade and Industry.

Evacuation means the cessation of work on the complex (which was being gradually resumed before the outbreak of the Iran-Iraq war). For this reason it is not likely to be welcomed by the Iranian authorities.

The almost completed Bandar Khomeini complex has been hit by Iraqi shells twice since the start of the fighting, once last week when the damage was negligible and again last Tues-

day when shells struck two downstream production plants and part of the chemical tank area.

The central ethylene producing core of the complex has not so far been damaged.

The Japanese workforce at Bandar Khomeini is quartered ten kilometres away from the complex itself and no-one was hurt during either of the Iraqi attacks.

Conditions at the site have never been said to be "deteriorating" in part because of the influx of several thousand refugees into the Japanese living quarters. This seems to be one reason for the decision to evacuate.

Mitsui has so far declined to give any estimates of the amount or seriousness of the damage to Bandar Khomeini. What is clear, however, is that at this stage unilateral abandonment of the project is not being considered.

## Chirac criticised as Soviets seek Gulf role

BY DAVID SATTER IN MOSCOW

AMID SIGNS of a growing Soviet desire to play a security role in the Gulf, the Soviet newspaper Sovetskaya Rossiya yesterday criticised M. Jacques Chirac, the French Gaullist leader, for calling for the exclusion of the Soviet Union from efforts to ensure Gulf security.

Since the invasion of Afghanistan, the Soviet Union has repeatedly stated that it has no strategic objectives in the Gulf region, which the U.S. has said is an area of vital American interest.

In February, however, Mr. Nikolai Portugalov, a Communist Party central committee adviser, proposed in a commentary for the Soviet news agency Tass that a European conference, which would have necessarily involved direct Soviet participation, be called to discuss guaranteed access to Gulf oil supplies.

The conference idea was not raised again publicly but since the beginning of the Iran-Iraq war, Soviet officials have mentioned a possible Soviet role in Gulf security in private discussion with foreign diplomats.

The article in Sovetskaya Rossiya attacked M. Chirac for insisting on the exclusion of the Soviet Union from any international effort to secure free navigation through the Strait of Hormuz.

M. Chirac's attempt to "cast a shadow" on Soviet policy in the region were doomed to failure, the newspaper said.

But many diplomats in Moscow now believe that the Soviet Union may be considering a risky mediation effort which if successful could lead the Soviets with a security role in the region, whether the West wanted this or not.

## Counting the cost of miscalculation

BY PATRICK COCKBURN

WHEN IRAQ attacked Iran two weeks ago it hoped for a limited conflict to achieve limited ends. It is now counting the cost of this miscalculation.

The four-day truce now on offer from Baghdad and the declarations by President Saddam Hussein that his armies have achieved all they wanted, are unlikely to impress the Iranians. Instead, Ayatollah Khomeini is calling for a long revolutionary war. Speaking cheerfully last week, he pointed to the unity imposed on the warring political factions in Iran by the exigencies of war.

For him, the war is a test case which will demonstrate on the field of battle the superiority of his brand of Islam.

And again, he has emphasised that the Shah's army availed him nothing, and clearly believes that President Hussein's armoured divisions will prove similarly impotent.

Only a pullback by the Iraqis behind their own frontier would now satisfy the Iranians. Without this, Ayatollah Khomeini is likely to turn the war into an Islamic crusade. On Thursday, Iranian Phantoms overflew Iraq and dropped copies of his speeches.

Last year, diplomats feared that the Iranian Revolution would spread to the Gulf. Every outbreak of Shiite dissidence in Saudi Arabia, in the province of Bahrain was viewed as a possible precursor of this.

It did not happen, but Khomeini now seems to feel he has the opportunity to prove that his ideology and belief will not be confined to Iran. He is now likely to go over to the attack.

How will Iraq react to this? There have been few victories in the rich oil-bearing region of Khuzestan and so far all the Iraqi army holds is a strip of barren desert along their frontier. At the same time they

emphasise the weaknesses of the Iraqis.

They expected a walkover. Hundreds of journalists were imported to bring word of their victory. Instead, towns like Khorramshahr, taken repeatedly

Iranian self-confidence returned. Dug into their own streets, the revolutionary militias have fought well.

There are weaknesses. If the Iraqis cut the main crude oil supplies to the remaining Iranian refineries, such as Tehran and Isfahan, then it is difficult to see where the Iranian army will obtain its fuel supplies. But even food shortages will not lead Ayatollah Khomeini to the negotiating table. He never promised his supporters guns and butter.

The initial unity created in Tehran by the Iraqi attack is somewhat superficial. The faction fights, the complex disputes between Right and Left, religious and secular, military and civilian have been overlaid, not resolved, by the threat from Baghdad.

But despite internal tensions, there is sufficient backing for the war for Khomeini to put half a million soldiers and militia into the field if he so wishes.

Whatever the shortages of spare parts and ammunition, it is unlikely that Iran's revolutionary leader will see lack of military hardware as sufficient reason to stand down his forces.

The war is militarising the Iranian Revolution. Until the moment it was attacked, Iran was absorbed in its own affairs. Western commentators, noting the chaos in Tehran, wondered if the Islamic Republic would collapse through its own disunity.

By the same token, the Iranian revolutionaries may find that a long war has the advantage of uniting their forces.

## The Gulf war so far

Iraq launched its attack on Iran on September 21, after abrogating the 1975 treaty with the Shah which had settled border disputes to Iran's advantage. Iraq also hoped that a war would weaken—or possibly topple—Ayatollah Khomeini's regime.

Initial attacks were successful in penetrating Iran's frontier defences but Iraq's claim to have taken towns such as Khorramshahr turned out to be untrue. The Iranian air force struck back at Baghdad and oil facilities. Both countries ceased to export oil.

By September 27 Iraq was

considering an extension of the war to the southern end of the Gulf, a possibility which provoked crisis meetings in Washington. Iranian retaliation involving the closure of the Strait of Hormuz could have led to U.S. military intervention. Iran subsequently guaranteed the safety of the Strait.

By September 29 Iraq was offering to accept a Security Council call for a ceasefire and two days later said that its forces would not attack further but defend the territory it had already taken. Iran meanwhile reiterated that there would be no peace while Iraqi troops are on Iranian soil.

have not committed the bulk of their forces.

President Saddam Hussein desperately needs a victory such as the capture of Ahwaz, but an attempt would mean heavy casualties, since the streets of the city are strongly barricaded by the Iranian army and militia.

Just as the extent of Iranian military disorganisation was exaggerated before the Iraqi assault, it is easy now to over-

by Iraqi propagandists, still hold out. Baghdad may now feel it has no option but total war.

The Iranians were at their weakest during the first few days of the war. They were caught by surprise and the rapid fall of Khuzestan could have led to the unravelling of the regime's support.

The Iraqis did not attack with sufficient force to take advantage of surprise. Seeing that no major city had fallen,

## Sweet reason rules in Washington as contention is talked to death

BY JUREK MARTIN AND PETER RIDDELL IN WASHINGTON

SPARKS RARELY fly, it seems, when finance ministers of the world get together. It is almost as if their very contact, be it in conference hall or around the martini glass, takes the heat out of any rhetoric which may have preceded their meeting. The imperfect sciences of economics is at least a subject on which reasonable men and women can disagree in a reasonable manner.

This was perfectly illustrated at this year's joint annual meeting of the International Monetary Fund and World Bank, which ended here yesterday. The desire to avoid confrontation among the 140-odd finance ministers, many of whom are as much technicians as politicians, was palpable. It extended beyond the basic economic debates over the structure of the international monetary system, into the more contentious political issue which preceded the meeting—whether

or not to admit the Palestine Liberation Organisation as an observer.

The Palestinian question was, in fact, talked to death this week behind closed doors.



where sat members of the joint procedures committee. The agreed solution was to postpone, of course, to appoint a committee of finance ministers under Mr. Robert Muldoon of New Zealand, but excluding the two main protagonists, the U.S. and Saudi Arabia, to report back by the end of the year.

In the meantime, the Fund's own board of directors will review the observer by-laws, to be completed by March 1.

There is no guarantee that either attempt will be more successful than a similar effort, also under Mr. Muldoon, after the previous annual meeting in Belgrade. But there is, at least, the hope of development in the Middle East itself after the U.S. and Israeli elections, to the point where official leverage does not need to be applied in such an ostensibly non-political forum as the International Monetary Fund.

The issue is clearly not dead, nor has the Organisation of Petroleum Exporting Countries' threat to withdraw financial assistance from the Fund and World Bank been removed. But time has been bought for cooler heads to prevail. And no finance Minister this week was put in the position of having to cast a potentially embarrassing vote

for "his Government—for or against the Palestinians—in the public glare of the floor of the annual meeting.

Similarly, the main issues confronting the Fund and the Bank—the size and distribution of their resources to the developing countries—were thoroughly debated but not in a manner tantamount to open conflict.

The industrialised nations, determined not to transform the Fund's character into that of an aid-giving institution, conceded a little in ratifying a modest expansion of the Fund's abilities to lend more on somewhat easier terms and to raise money.

The Third World nations, for their part, tended to accept that conditionality—the economic terms the Fund exacts for its lending—was probably here to stay. But they argued strongly that the Fund should change its attitude and recognise that the problem of adjusting to higher

oil prices was a long-term one. Perhaps the most effective speeches were delivered by Mr. Amir Jamal, Tanzania's Finance Minister and chairman of the meeting, and Mr. Engh Small of Jamaica, who demonstrated that adjustment policies conceived for industrialised countries were inappropriate for low-income nations.

In this, they won the support in spirit of M. Jacques de Larosière, the Fund's managing director, who spoke of the need to adapt the institution in changing economic realities. The Fund's \$300m to \$400m fund facility which he actively sponsored was a practical recognition of their demands.

But the meeting in effect deferred all the key and potentially divisive issues—such as whether the next allocation of Special Drawing Rights (the Fund's own currency) in 1982 should be aid-linked, and

whether the next increase in quotas should be weighted to give the developing world a greater say in the institution.

While further study of the Fund borrowing directly from the private markets was authorised, Mr. de Larosière was careful to argue that the primary source of finance should remain the quota system—and the industrialised nations were patently reluctant to see this re-arranged in a way which would reduce their dominance.

Also apparent was a general resignation that the world's economy was going to be saddled with low growth and high inflation for some time—and that there was no scope for relaxing the present tight fiscal and monetary policies.

Mr. Robert McNamara, the World Bank president's lament about the inadequacy of official aid flows from the Western nations struck home at the heart, but not at the pocket. Washington, 1980, marked time, but only time will tell if it also marked a missed opportunity.



Mr. Amir Jamal: one of the most effective speakers

## Emergency plan for EEC steel industry

By Giles Merritt in Brussels

AN EMERGENCY action plan is now being drawn up by the European Commission in Brussels in readiness for its assumption of special powers over the EEC steel industry.

Viscount Davigton, the EEC Industry Commissioner, was yesterday holding further talks with the main steel producers grouped in Europe, but following the break-down on Thursday night of negotiations at expert level on voluntary production cuts, the introduction of compulsory quotas now appears imminent.

In preparation for the state of "manifest crisis" which failing an eleventh hour voluntary pact, the Commission is due to ask EEC Foreign Ministers to declare at their October 7 meeting in Luxembourg, legal and administrative measures are already being taken in Brussels.

The Commission is planning to engage a special "crisis squad" of up to 60 steel industry experts to help police the mandatory production curbs that would be imposed on steelmakers under Article 58 of the European Coal and Steel Community's Treaty of Paris.

In addition to the legal instruments being prepared to implement the hitherto unused Community law, the Commission is also studying the question of access to steel plants for its new monitoring teams.

For the gap separating the steel companies in their continuing talks here on new voluntary quotas that would revive the Davigton Plan now appears to be very wide. Italian steel producers are demanding that these quotas on semi-finished steel products should be increased by around 10 per cent, and West German concerns are pressing for similar advantages.

Viscount Davigton is due to travel to Madrid over the weekend to attend the annual conference of the International Iron and Steel Institute, and it may well be that further negotiations will take place there. But the European Commission is due to make a final decision on the proposals that it will put to the Council at a meeting on Monday morning.

## Rosy news for Carter on prices

By David Suchan in Washington

PRESIDENT Jimmy Carter got some relatively rosy pre-election news yesterday when the Government reported that wholesale prices fell last month by 0.2 per cent—the first decline in more than four years—and the U.S. unemployment rate dropped one tenth of a percent to 7.5 in September.

Conveniently for Mr. Carter, these were the last producer price and employment figures to be announced before the November 4 election.

The economy has formed his major battleground with Mr. Ronald Reagan, the Republican candidate and the President's major opponent.

The continued slight downturn in unemployment, from a peak of 7.8 per cent in July, indicated a modest recovery in the economy from the mid-summer trough.

But Mr. Carter's nervousness that this improvement might be impaired, and his re-election chances hurt, by the recent rapid rise in interest rates showed in the President's most unusual attack on Thursday on the Federal Reserve Board for its "ill-advised" handling of monetary policy.

He complained that the Central Bank was ignoring "the adverse consequences of increased interest rates on the general economy" in focusing policy on restraining money supply growth.

In the election run-up, one further economic landmark comes up later this month when the Government reports on consumer prices during September.

Administration officials said yesterday that last month's fall in wholesale food prices—after soaring rises in July and August—caused by drought—accounted for two thirds of the September decline in the overall wholesale index.

They said this would have a depressing effect on consumer prices.

The other big cause of last month's wholesale price decline was the big September rebate by car companies to clear their stocks at the end of the 1980 model year.

This price benefit will not recur in coming months when wholesale prices are expected to rise again.

The current interest rate surge has taken the prime rate charged by banks to their best commercial customers to 14 per cent again.



## UK NEWS

## New train will give better returns

By Lynton Macdon,  
Transport Correspondent

British Rail's much-delayed advanced passenger train project would produce a better return on the £250m planned investment than any other rail project on the 1980s, BR said yesterday. Figures released by BR yesterday, as it put the 150 mph express through its paces in public for the first time, showed that the project would produce a return of 21.3 per cent on the capital investment by 1991.

This was equivalent to a cash return of £112.5m more than would be produced from a cheaper, alternative scheme for new investment on the Euston to Glasgow line, BR claimed.

In its submission to the Transport Department for authorisation to buy 60 sets

of APTs, BR said the alternative was simply to buy more of the existing Mark 3 coaches now used on the route.

However, these would have to be pulled by existing 20-year-old locomotives. These are due for replacement in the next five years. The effect would be to depress the operating profit expected from APT by £15.5m in 1990.

The submission to the Government for authorisation to spend £150m on 60 train sets and £100m on engineering work was made this summer.

The first passenger services are expected to start from Euston to Glasgow—but at speeds of only 100 mph—later this year. The Transport Department wants to see how the train performs in

service before committing more taxpayers' money to the project.

A total of about £38m has been spent on the project by the Government, EEC and BR since the project started in 1966 under Dr. Alan Wickens, the current head of research at BR.

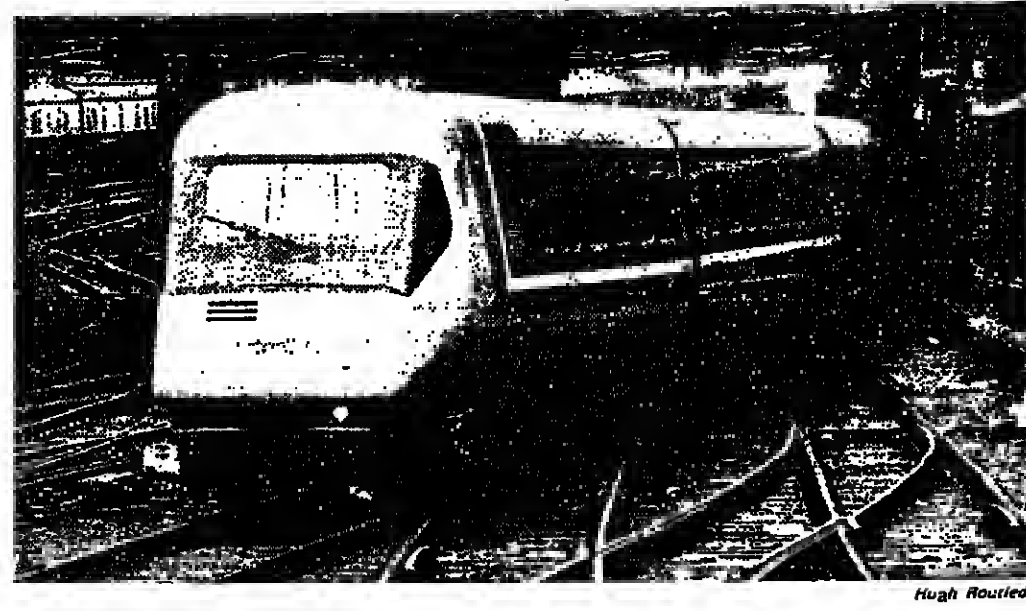
Yesterday's first run in public—with a large party of Press and TV crews accompanied by Sir Peter Parker, the chairman, and other members of BR's Board—was uneventful.

Passengers felt a little disconcerted as the train pulled out of Euston amid a noticeable rumble from the track and a gentle rocking motion. But BR engineers assured all on board that the slight shaking had nothing at all to

do with the revolutionary mechanism that tilts the APT around corners at high speed. Dr. Wickens described the track out of Euston as "one of the roughest on British Rail."

The tilting mechanism performed well. The train took more than one corner and two S-bends at 125 mph with the train tilting at nine degrees.

Passengers noticed the first few times the train tilted. After the novelty wore off, the only people to notice were the waitresses. These have been well trained to balance coffee and milk jugs on more humpy services. But yesterday they were noticeably taken off balance as the train tilted at high speeds into some of the sharper curves.



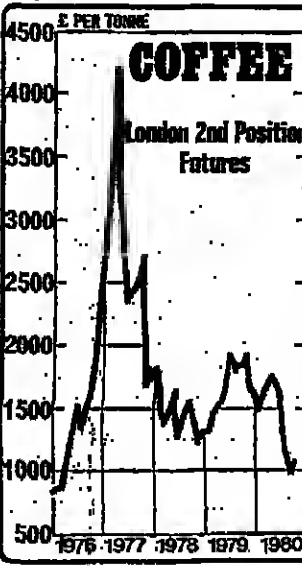
Hugh Routledge

## Agreement may end coffee shortages

THE AGREEMENT to regulate the world coffee market reached yesterday, after three weeks of complicated negotiations, represents a considerable breakthrough for the supporters of commodity price stabilisation. Effectively it means that the leading coffee exporting and importing countries have agreed to try to keep world coffee prices within a range considered fair both to producers and consumers.

The agreement will require a great deal of co-operation, not only between the exporters and importers but also between the producers who have found great difficulty in restraining their competitive differences in the past.

Nevertheless, the dialogue between the developing and the industrialised worlds which has threatened to break down in



John Edwards explains why importing countries have backed a scheme designed to raise prices.

recent years, has been resumed and this could have far-reaching political repercussions. The U.S. in particular has demonstrated that it is prepared to back commodity price stabilisation moves if the package is right.

Coffee producing countries have also acknowledged that they cannot do it alone. They have agreed to disband Panacea, the group formed by leading South American producing countries which attempted to bolster world coffee prices by a support buying campaign.

This involved buying up surplus supplies on world markets, thus removing the downward pressure on prices—in other words keeping prices artificially high. The support buying campaign proved to be an extremely expensive mistake by producers. The expected frost in Brazil, which would have cut supplies, failed to materialise. So producers found themselves struggling against each other to export the surplus that had built up in order to keep up vital foreign exchange earnings needed to pay for imports.

In the ensuing struggle prices collapsed to the lowest levels for nearly five years and Panacea is believed to have suffered heavy losses. Under the new agreement, concluded this week, export quotas are the mechanism employed to control market prices. At agreed "trigger" levels, the producers will be required to cut exports, thus restricting supplies and forcing prices up. The consumers for their part have agreed to minimum price objectives well above present market levels.

In this way they will co-operate in a scheme designed to lift coffee prices and eventually raise the cost to consumers. This involves refusing to buy cut-price coffee from non-members of the agreement and also giving financial assistance to help producers bear the cost of holding surplus stocks.

On paper, therefore, honour is satisfied on both sides although African coffee producers have already complained that the world export quota total agreed of 57.37m bags (of 60 kilos each) is too small and that their share of 6.1m bags is also too mean.

World coffee market prices jumped yesterday. But it is likely to be many months before this is passed on to consumers, because of the surplus of cheap-price supplies available. Savings and Investment, Page 8

## Telecom plea on cash curbs

By GUY DE JONQUIERES

THE NEW chairman of British Telecom, the Post Office's telecommunications division, called on the Government yesterday to relax its restrictions on the organisation's ability to raise external finance.

In his first public statement since he took office last month, Mr. George Jefferson said the lack of available finance was constraining British Telecom's efforts to provide the telecommunications system which the country would need in the decades ahead.

"We recognise the need to control public expenditure. But unless we can find ways of matching finance to the real need, the ability of commerce and industry in the UK to be

world competitive will be seriously impaired by the lack of a good enough telecommunications network," he said.

Nationalised industry chairmen are preparing for their annual discussions with the Government on next year's external financing limits. The Government's refusal to allow British Telecom to borrow was a reason behind the resignation of the last Post Office chairman, Sir William Barlow.

Mr. Jefferson said that the modernisation and expansion of the network could not be achieved without spending large sums of money.

But he added: "Telecom can be a profitable growth business,

capable of sustaining substantial borrowing on a sound business basis."

He sought to strengthen British Telecom's case for more lenient treatment by arguing it was involved in a high technology sector, in which the time between the initial research and the introduction of a new product was longer than in some other industries.

British Telecom has said that it wants to invest at least £1.5bn annually over the next five years in improving the telecommunications system.

But in spite of a further increase in telecommunications charges averaging 17 per cent, which is due to take effect next

## ICI joins Japanese group in weedkiller deal

By SUE CAMERON, CHEMICALS CORRESPONDENT

IMPERIAL CHEMICAL Industries and the Japanese-based Ishihara Sangyo Kaisha are to build a joint venture pilot plant in Japan to manufacture a new agricultural weedkiller. ICI is expected to build a full-scale plant in the UK if the new weedkiller proves a commercial success.

The herbicide—pyridine phenyl ether—has been developed by Ishihara for use against grasses growing in crops such as soya bean, cotton, sugar beet and peanuts. The pilot plant is to be built at Yokkaichi

in central Japan and will cost ¥800m (£157m). It will have an annual production capacity of around 1,000 tonnes.

The deal between ICI and Ishihara covers the manufacture and worldwide sales of the weedkiller. ICI will market the product in Europe, the U.S. and Latin America while Ishihara will offer it in Asian markets as well as in Japan.

Mr. Kenzo Ishihara, president of the Japanese company, is reported as saying that ICI plans to build a 10,000 tonnes a year plant in the UK within the next

few years if the pilot project goes well. But yesterday, ICI said it would have to wait and see how well the product sold before any decisions could be made about its future development.

● The UK-based Cargo Fleet Chemical is to takeover the U.S.-based Magnachem's detergent materials plant at Hartlepool under a £5m deal.

The plant, which was built two years ago and which employs 55 people, produces a range of chemical intermediates

for making detergents used in water and oil treatment.

Cargo Fleet, which specialises in the production of detergents and other associated chemicals, said yesterday it hoped to retain most of the Magnachem employees.

Cargo Fleet, which has a turnover of more than £25m a year, has agreed to supply Magnachem with detergent intermediates from the plant. Both Magnachem and Cargo Fleet will market them in the UK.

## Britain backs NZ in butter quotas battle

By RICHARD MOONEY

MRS. HATCHER, Mr. Peter Walker, the Agriculture Minister, and Lord Carrington, the Foreign Secretary, all gave renewed assurances this week that Britain would support New Zealand in its battle for satisfactory access to the British butter market after the end of this year.

In talks with Mr. Brian Talboys, New Zealand's Deputy Prime Minister, they were told that the 90,000 tonnes quota

proposed by the EEC Commission for 1981—down from 115,000 tonnes this year—was the minimum that would meet New Zealand's wishes.

Speaking in London yesterday, Mr. Talboys said the UK Government had reaffirmed its support for New Zealand's case. Mr. Walker had argued in Brussels for a more generous quota but was warned Mr. Talboys said that there would be calls, particularly from

France and Ireland, for a reduction in the figure.

Mr. Talboys admitted he had given up hope of winning access for more than 90,000 tonnes and was now concentrating on trying to persuade other EEC Governments to accept the commission proposal.

"The Council of Ministers has come to recognise the needs of New Zealand," he said. "So far, no Common Market Government has called for a total ban

on imports of our butter."

In the longer term, however, severe EEC members are known to be seeking a phasing out of these imports.

Though "reasonably satisfied" with the EEC sheepmeat regime, New Zealand would have preferred no regime at all, said Mr. Talboys. "We would have liked a greater reduction in the tariff (reduced from 20 per cent to 10 per cent) on our lamb sales to the EEC."

## Lloyds Bank to extend top-up mortgage scheme

By ERIC SHORT

TWO MORE major life assurance companies are expected to complete arrangements this month with Lloyds Bank for joint schemes to provide top-up mortgage facilities to house buyers.

The Sun Alliance Group and Yorkshire General Life Assurance, a member of the General Accident Group, have already negotiated such schemes.

Under this unusual arrangement between a major clearing bank and a life company, Lloyds Bank provides the finance for the top-up mortgage—additional to a building society loan—while the life company provides the endowment policy needed to repay the mortgage.

Most life companies operate top-up mortgage arrangements to provide the additional finance required by house buyers above that advanced by a building society, a condition of the loan, both mortgages—building society and top-up—have to be repaid by endowment contracts with the life company concerned.

Terms vary between schemes,

but in general the interest rate on the top-up mortgage is higher than that on the main mortgage. The amount made available by life companies is strictly limited for investment reasons.

Under this arrangement with Lloyds Bank, the initial request for a top-up mortgage would come through the life company, but the decision to grant the mortgage rests with the bank. The interest charged is about three points higher than the building society's minimum lending rate and moves in line with that rate.

The top-up mortgage and the main building society mortgage have to be repaid by endowment contracts. Lloyds Bank has been aggressive in recent months in the mortgage market, both for first mortgages and top-ups. It operates a top-up scheme with its own life company subsidiary, Black Horse Life Assurance.

It regards these schemes as expanding its areas of business and confirmed that other life companies had approached it to arrange similar schemes. Savings and Investment, Page 8

## Government to claw back 'excessive' spending

By RAY FERNAN, SCOTTISH CORRESPONDENT

THE GOVERNMENT is to claw back an estimated £40m over-spent by Scottish local authorities and will take new powers to penalise those councils whose future budgets are above guideline figures.

The measures, announced yesterday by Mr. George Younger, Scottish Secretary, differ from the action taken in England and Wales because of the different Scottish legislation.

Mr. Younger will judge each authority under existing powers once the final spending figures for the current financial year are known next summer. He will then deduct any amount he considers "excessive and unreasonable" from next year's rate support grant.

He is also asking Parliament for powers to reduce council shares amounting to 5 per cent or more of the voting capital of a company, other than from a single shareholder, if the purchase would take the prospective buyer's holding (including any existing holdings) to 15 per cent or more.

Such purchases may only be made in one of the following ways: ● Through a tender offer, in which there must be at least one week between the day on

which the offer is announced (and publicised in the national Press) and the final day on which tenders will be accepted. Such offers may be made either through the Stock Exchange, in which event it should take the form of a maximum price tender; or outside the Stock Exchange, where it could be either a fixed price, or maximum price, tender.

● Under the rules of the Take-over Code, either by a partial bid or by an offer engaged in a general offer to shareholders.

The other feature of the scheme is that immediate notification to the company, and to the Quotations Department of the Stock Exchange, is to be required of any acquisition by a person who already holds 15 per cent or more of the company's voting capital, or who as a result of the acquisition comes to hold 15 per cent or more.

This applies even where the acquisition is from a single seller.

A number of definitions are required to complete the scheme

## Rolls-Royce launches campaign to cut costs

By Our Aerospace Correspondent

A CAMPAIGN to cut costs and improve productivity is being launched by Rolls-Royce.

Mr. Dennis Head, managing director (operations), in a message to all staff in the company newspaper, says the company needs to be much more competitive in its prices, if it is to sell to a wider market.

Rolls-Royce has to sell its civil engines at prices geared to those of its U.S. rivals, who have a lower inflation rate than the UK. At the same time, the strong pound in relation to the dollar is cutting the company's income.

"The net result of this has been to make it more difficult for us to compete with our rivals," Mr. Head says. "We have been able to put on our engine prices. In other words, our costs have risen much faster than our income. Similar facts apply to our military and industrial products."

Mr. Head says that about one-third of the company's costs "lie directly within our hands" but the rest consists of what the company has to pay to its sub-contractors and suppliers.

Most of these suppliers are in Britain and are attempting to pass on to us their own increased costs. "The management of all our purchasing and sub-contracting areas is instructed to take every action required to push these increases down considerably below the level of inflation in Britain."

"This cannot be done by simple haggling alone, but involves innovative thinking and action concerning the instructions, standards and designs that we put forward to our suppliers."

There are two areas where major gains can be made," he said. "The first is one of management action—better plans, better aircraft and updated equipment such as Flight Management Systems, as well as better information."

Flat rate tickets will still cost 50p each. These are valid for the second adult named on the railcard, and up to any four children travelling with the railcard holder who must purchase an ordinary single, return or awayday ticket at the full fare.

BR earlier this week announced a £1 "go anywhere" awayday ticket for pensioners. Intense competition is now emerging between state-owned and private coach companies, with the ending of the National Express monopoly.

There was evidence upon which the jury could consider the guilt of Mr. Perry, Mr. Caplan's second-in-command, but it would be unrealistic to pursue the case against him when the other four had been found not guilty by direction, the judge concluded.

When the trial began ten days ago, the prosecution alleged the aim of the window dressing had been to bolster A & D's balance sheet at a time when confidence in the group was declining.

Mr. Davidson, Mr. Hillman and Mr. Rubin were alleged to have drawn cheques for the benefit of A & D on accounts that did not have the funds to meet them. The intention had been that A & D would issue bankers' drafts, to cover the cheques on the day after the end of its accounting period.

● The British sales manager of a Russian truck company, sacked when he refused to swap his company Ford for a Soviet-made Lada, was unfairly dismissed.

The chairman of the Cambridge Industrial Tribunal said yesterday the company's dismissal procedure was defective, even though sales manager Mr. Alao Brodie, 42, was 60 per cent to blame for the sacking. The tribunal reserved its decision on compensation.

At that time no one had thought the practice dishonest, if not done overwhelmingly. The judge said the kind of window dressing alleged was quite unlike that accepted at the time, but because Mr.

described—such as a single person as a buyer, a single person as a seller, and the treatment of securities convertible into equity. These definitions will be included in the rules.

Following the introduction of the new rules, the Council and the Stock Exchange will keep the scheme under review.

On another matter, some Council members have expressed concern at the omission of a mandatory requirement for an accountant's report as a

## BA establishes unit to oversee fuel use

By MICHAEL DONNE, AEROSPACE CORRESPONDENT

BRITISH AIRWAYS has established a unit to oversee its annual £600m fuel procurement and usage. The controller is Mr. Denis Tunnicliffe, 37, formerly head of flight planning operations.

He said yesterday: "The new unit will plan fuel supplies and help to control the cost of our aviation fuel. Fuel accounts for 30 per cent of our costs. Small changes represent very large sums of money."

"A 1 per cent saving would be about enough to buy a Boeing 737 jet. I hope that we can make an effect by integrating present efforts and providing the right information to monitor improvements, and to improve decision taking."

The unit will have three sections—to forecast and plan fuel supplies, to negotiate contracts, and to provide financial and performance data.

Mr. Tunnicliffe will be responsible to Mr. Howard Phelps, operations director, for putting together a total fuel strategy.

There are two areas where major gains can be made," he said. "The first is one of management action—better plans, better aircraft and updated equipment such as Flight Management Systems, as well as better information."

Flat rate tickets will still cost 50p each. These are valid for the second adult named on the railcard, and up to any four children travelling with the railcard holder who must purchase an ordinary single, return or awayday ticket at the full fare.

BR earlier this week announced a £1 "go anywhere" awayday ticket for pensioners. Intense competition is now emerging between state-owned and private coach companies, with the ending of the National Express monopoly.

There was evidence upon which the jury could consider the guilt of Mr. Perry, Mr. Caplan's second-in-command, but it would be unrealistic to pursue the case against him when the other four had been found not guilty by direction, the judge concluded.

When the trial began ten days ago, the prosecution alleged the aim of the window dressing had been to bolster A & D's balance sheet at a time when confidence in the group was declining.

Mr. Davidson, Mr. Hillman and Mr. Rubin were alleged to have drawn cheques for the benefit of A & D on accounts that did not have the funds to meet them. The intention had been that A & D would issue bankers' drafts, to cover the cheques on the day after the end of its accounting period.

● The British sales manager of a Russian truck company, sacked when he refused to swap his company Ford for a Soviet-made Lada, was unfairly dismissed.

The chairman of the Cambridge Industrial Tribunal said yesterday the company's dismissal procedure was defective, even though sales manager Mr. Alao Brodie, 42, was 60 per cent to blame for the sacking. The tribunal reserved its decision on compensation.

At that time no one had thought the practice dishonest, if not done overwhelmingly. The judge said the kind of window dressing alleged was quite unlike that accepted at the time, but because Mr.

described—such as a single person as a buyer, a single person as a seller, and the treatment of securities convertible into equity. These definitions will be included in the rules.

Following the introduction of the new rules, the Council and the Stock Exchange will keep the scheme under review.

On another matter, some Council members have expressed concern at the omission of a mandatory requirement for an accountant's report as a

## Securities Industry Council introduces safeguards

John Moore reports on new moves against 'dawn raids'

The agreed scheme says that no one may purchase, within any period of one week, voting shares amounting to 5 per cent or more of the voting capital of a company, other than from a single shareholder, if the purchase would take the prospective buyer's holding (including any existing holdings) to 15 per cent or more.

Such purchases may only be made in one of the following ways: ● Through a tender offer, in which there must be at least one week between the day on

which the offer is announced (and publicised in the national Press) and the final day on which tenders will be accepted. Such offers may be made either through the Stock Exchange, in which event it should take the form of a maximum price tender; or outside the Stock Exchange, where it could be either a fixed price, or maximum price, tender.

● Under the rules of the Take-over Code, either by a partial bid or by an offer engaged in a general offer to shareholders.

The other feature of the scheme is that immediate notification to the company, and to the Quotations Department of the Stock Exchange, is to be required of any acquisition by a person who already holds 15 per cent or more of the company's voting capital, or who as a result of the acquisition comes to hold 15 per cent or more.

This applies even where the acquisition is from a single seller.

A number of definitions are required to complete the scheme

described—such as a single person as a buyer, a single person as a seller, and the treatment of securities convertible into equity. These definitions will be included in the rules.

Following the introduction of the new rules, the Council and the Stock Exchange will keep the scheme under review.

On another matter, some Council members have expressed concern at the omission of a mandatory requirement for an accountant's report as a

condition for admission to the unlisted securities market, a second tier market which will allow small, or relatively young, companies access to a market for their shares without having to bear the costs of a full listing.

But the Stock Exchange has assured the Council that it intends to make clear to investors the extra degree of risk involved in the new market, by the inclusion of a statement on every contract note.

"Notwithstanding some unease on these points," says the Council, it approved the Stock Exchange's scheme.

On paper, therefore, honour is satisfied on both sides although African coffee producers have already complained that the world export quota total agreed of 57.37m bags (of 60 kilos each) is too small and that their share of 6.1m bags is also too mean.

World coffee market prices jumped yesterday. But it is likely to be many months before this is passed on to consumers, because of the surplus of cheap-price supplies available. Savings and Investment, Page 8



## UK NEWS and LABOUR

## GKN Sankey to shed 900 jobs

BY ARTHUR SMITH, MIDLANDS CORRESPONDENT

GKN Sankey and Goodyear announced yesterday a 1,000 redundancies in response to the continued slump in the automotive industry.

GKN Sankey, which makes pressings, such as wheels and tractor and lorry cabs, told union leaders that 644 jobs must go in addition to nearly 1,200 already shed this year.

The company blamed the depressed state of the UK vehicle industry, aggravated by the growth of imported cars.

This is the first detailed announcement following a warning given with GKN Sankey's interim results last month that 2,000 jobs would have to be lost to achieve a 10,000 reduction in the labour force in the current year.

The largest engineering group in the UK, GKN suffered a 58 per cent fall in pre-tax profits to £22.4m in the six months to June 30.

GKN Sankey is implementing 930 redundancies involving the closure of the Cable Street works at Wolverhampton. The division lost 260 jobs in the first quarter of this year.

The principal victim of the latest cut is the Telford headquarters where 381 of the 4,700-strong workforce are to be made

## Key skilled workers remain in demand

By Alan Pike

Key skilled workers were still in short supply in some sectors of industry as recently as June of this year, in spite of rising unemployment, and a sharp fall in demand for labour.

This is confirmed in an analysis published in the latest edition of *Economic Trends* yesterday. Shortages are particularly serious in the engineering industry. The most recent areas of difficulty have been in the South-east and East Anglia.

The engineering industry has been severely affected by skill shortages in the past, although the problem is greatly mitigated by the impact of the recession.

General shortages by the middle of this year were restricted to a few occupations — machine tool operators, toolmakers, tool fitters and sheet metal workers.

The demand for skilled engineering occupations has fallen sharply in all regions since June last year. Among the smallest falls were in the South-west where unemployment among skilled engineering workers has risen by only 12 per cent over the year, compared with almost 40 per cent nationally — and Scotland, where employment has been sustained by oil platform work. Yorkshire and Hampshire experienced the greatest decline in engineering vacancies between June, 1979, and June, 1980. Textiles is another industry with a dramatic decline in the demand for skilled labour over the past year.

Mr. Alan Oliver of the Manpower Services Commission (MSC), the author of the analysis, says that while lack of adequate training is often identified as a major cause of skill shortages, other factors may be just as important.

An MSC working party found much evidence to suggest that the problem was not so much getting people trained as keeping them in the trade.

Other causes suggested were that some employers were over-selective in recruiting standards, and that job insecurity induced wastage.

Hazel Duffy looks at the engineers' pressure group which survived a 'sell-out'

## Federation retains employers' confidence

THE Engineering Employers' Federation made an agreement exactly a year ago with the Confederation of Shipbuilding and Engineering Union which was widely regarded as a "sell-out" to the unions.

There were predictions that it spelled the end of the EEF as a national negotiating body, and that many of the 6,500 member companies would leave the federation.

But the passage of time has dealt kindly with the EEF. A handful of member companies resigned or were expelled at the time of the dispute for settling outside the employers' terms. A few departed because they went out of business, but others have joined.

One blow to EEF finances was the departure of BL, which decided before the dispute that it wanted to change its bargaining structure. BL contributed about £200,000 to the regional association, of which one third went to the federation.

The GEC membership has not changed in spite of the letter from Sir Arnold Weinstock (as he then was) to his managing directors at the time of the dispute to reconsider the pros

and cons of federation.

On balance, the EEF still has 6,500 member companies, representing about 80 per cent of the industry in terms of numbers employed.

Many companies have discussed the benefits and drawbacks over the past year, yet all have decided that they will stay for the time being. This is in spite of the cost of subscriptions, and much more important, the cost of an expensive settlement with the unions last year.

Why do they see it this way? First, the national negotiating mechanism continues to benefit many employers, as well as the engineering unions.

Most companies probably pay above the minimum rates which are negotiated at national level, but the national agreement on working conditions is the general standard throughout the industry. The employers' stand over the reduction in the working week, finally conceded, was the key point in last year's dispute.

Second, the Federation provides advice on a host of economic and social issues,

which is helpful for the small busy company.

The EEF will also provide legal services at industrial tribunals at no extra cost on the annual subscription. The chances of a small company being involved in such cases may be slight, but it is a relief if they know they can get such help.

Third, the EEF acts as a pressure group for the engineering industry. In the past year, it succeeded in getting a clause inserted into the Employment Act which tightened conditions for immunity from proceedings on secondary action.

In its capacity as a representative body of the engineering industry, the EEF can act most of the time without trading on the toes of trade associations.

The industry is split into more than 200 trade associations, many too small to have any influential voice in Government circles.

Many of the EEF's active members, however, are also enthusiastic members of their trade associations so the Federation has to move carefully. An example of the delicate

care that it has to take was the formation of a body last year to represent the industry in Brussels.

Rather than providing representatives, the EEF encouraged some of the leading trade associations, to form their own council, and provided them with back-up facilities. The EEF did not want to be seen as the dominant force.

The move for the EEF to become more than just an employer's body was set in motion early in the 1970s. The present director-general, Mr. Anthony Frodsham, has continued to take it along this path.

All the same, its effectiveness at government level is much less than the CBI, while its large member companies frequently prefer to make their own case rather than trying to represent the engineering industry.

The main problem for the EEF in its non-industrial relations roles is the fragmented structure of the engineering industry. Unlike the chemicals industry, for example, engineering covers a large number of companies which are frequently extremely independent, and often parochial.

This is reflected in the strength of the EEF's regional associations, some of which act almost autonomously from the federation's London head office.

It would not have come as a surprise after last year's long and surprisingly bitter dispute in the engineering industry if the EEF membership had dropped.

In fact, it is more likely to lead to a shift in power away from the centre and towards the regions. Some members think that a system of national negotiations on conditions will continue, but that pay negotiations would be better taken over by the regions.

The next meeting between employers and the CSEU on current wage negotiations is scheduled for October 13.

In the light of the current state of the industry, and with the four-year agreement on working conditions behind them, it is not expected to lead to a repeat of last year's troubles. But many members think it is only a matter of time before there are major changes in the method of bargaining.

## Production of BL Metro to resume on Monday

PRODUCTION OF BL's Mini-Metro should be fully resumed on Monday, after 500 strikers agreed to accept a back-to-work peace formula yesterday.

The workers walked out on Thursday in a dispute over one man who refused to be moved from the rectification area of the new Lonsbridge factory to an assembly line.

Production of the Metro, to be launched next Wednesday, was quickly halted. It was the first stoppage to hit the car on which BL is pinning much of its future survival plans.

But both sides were clearly anxious to reach a speedy settlement, and a peace formula was agreed at meetings between plant management and the works committee. When the formula was put to a mass meeting inside the factory yesterday, the strikers agreed to a

full return to normal working on Monday.

Further talks will then take place on the workers' grievances. Though about 500 Metros were lost by the stoppage, BL stressed the launch date will be unaffected as above-rooms around the country are already well stocked with the vehicle.

After its launch, the Metro—product of a £275m investment—will go on show to the public for the first time at the Motor Show in Birmingham which opens on October 17.

The strikers said they had been co-operating in labour mobility, but the aggressive attitude of a senior superintendent went too far. "These people have been moved here, there and everywhere," said Mr. Jack Adams the Lonsbridge convenor.

## Lloyd's and Sasse settle syndicate rescue scheme

BY JOHN MOORE

FINAL settlement has been agreed between Lloyd's of London and members of the Sasse syndicate, facing £21.5m of losses, for a rare market rescue of the syndicate by Lloyd's.

The planned rescue was announced in July and since then details of the scheme have been hammered out between lawyers acting for all sides in the Sasse affair.

The rescue was mounted after Mr. Peter Green, Lloyd's chairman, announced in July that certain "grave irregularities" had taken place in 1976 in the handling and accounting of insurance contracts which was placed with the Sasse underwriting syndicate. Mr. Green said that the irregularities were clear to him and "beyond reasonable doubt". The irregularities were "the subject of separate inquiries by the police." But Lloyd's has admitted no liability.

Under the proposed rescue scheme the losses of the syndicate for the 1976 underwriting year are to be limited to £6.25m while all losses on the 1977 underwriting year are to be met by the market.

Underwriting agents who introduced members to the 110 strong syndicate (with the exception of Sasse Turnbull, the former managing agency of Mr. Frederick Sasse) will be expected to contribute in aggregate at least £1.5m to the rescue. The agent will be able to recover a substantial amount of this contribution from their own errors and omission underwriters.

Lloyd's will be taking over from the members of the syndicate from the end of this month the outstanding litigation which members of the syndicate have lodged against the Brazilian Reinsurance Institute to recover \$13m.

## Panther sports cars likely to be saved

AN AGREEMENT is expected to be signed within the next few days for the rescue of Panther Westwinds, the Byfleet-based specialist sports car maker which was placed in receivership last year owing about £1m.

Deloitte, the receivers, said yesterday that "the usual last-minute hitches" had prevented its completion yesterday, but "both sides are optimistic for a signing early next week."

Panther's operations have been wound down since December, when it was making a week of its name, the Lima.

Production of all cars has ceased in favour of sub-contracted work, and as from yesterday the workforce had been cut to about 20.

The rescue would be owned by a new world-beater ready to re-employ many of the workforce made redundant in recent months.

## Civil Service unions set up £2m dispute fund

BY PHILIP BASSETT

CIVIL SERVICE unions yesterday earmarked about £2m from union funds to support any programme of industrial action they may take this winter over pay.

The first meeting of a co-ordinating committee of all nine unions in the service—set up under the auspices of the Council of Civil Service Unions to examine methods of taking industrial action in the service this winter—found that the sum of about £2m would be available from individual unions to fund any campaign.

The unions are concerned that the Government's determination to use cash limits to regulate Civil Service pay increases this year will result in a single-figure wage offer.

Their demand for a 10 per cent increase over the 1979-80 pay award, from an all-out stoppage to selective strikes, and considered a timetable for informing union

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Prison Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

## LABOUR PARTY CONFERENCE

## That was the week that was

BY JOHN HUNT

AFTER THE week's blood-letting the final session of the Labour conference commenced yesterday on a note of complete exhaustion. Even the organisers in the vast Empire Exhibition hall seemed to have given up the struggle to maintain a spirit of good cheer.

All week, oblivious of the fratricide in the hall, he had optimistically started the day's proceedings with a rendering of "Happy Days are Here Again." Yesterday he abandoned this in favour of "Give my Regards to Broadway."

"Thank God it's Friday," sighed Baroness Jeger, the long suffering conference chairman, as she introduced the day's business. Her sentiments were echoed by delegates who had laboriously found their way through the maze of documents, resolutions, amendments and pamphlets over the past few days.

"I am very angry," declared one man. "I feel as if I am being crushed by the great weight of paper which is floating around."

However, as the morning proceeded an attempt was made to raise the spirits of delegates and put a good face on the interminable struggles.

"There is no doubt that the Labour Party is the most democratic body of its kind in the world," declared Mr. Anthony Wedgwood Benn proudly.

"We have imagination and realism and the will to succeed," pronounced Mr. Moss Evans, of the Transport Workers.

Taking up this theme, another delegate protested that despite what had been said in the Press about the unions' abuse of the block vote, there had been no lack of co-operation between the constituent parties and the unions during the conference.

This point was hardly borne out when, within a few minutes, the unions rolled out their block vote again on the question of whether the party would have to wait another three years before constitutional matters could be taken up again.

"They are afraid a bit of democracy might spread to some of the Right-wing trade unions," muttered Mr. Dennis Skinner, the Left-wing MP for Bolsover, who was sitting on the platform as a member of the NEC.

In a belated attempt to send the rank and file home in a cheerful mood, Mr. Ron Hayward, the general secretary, introduced an NEC statement pledging a united battle against the Tory Government.

"I am not downhearted about this week," he insisted. "I think it has been a momentous week."

At the same time, he chided delegates about the uncomradely hissing and booing which had greeted some speakers during the week. If they could not listen to a reasoned argument, then his advice to them was to "belt up."

Another delegate probably summed matters up more accurately when in words that could hardly be disputed, he said that the conference had been a "dramatic and moving experience."

He seemed to imply that in the words of Mr. Macmillan on another occasion "it was all got up by the Fems."

In fact, he explained, bitter divisions were not just confined to Labour gatherings. He had been present at a wild party a few nights before when one journalist had broken an egg over the head of a fellow scribbler.

The proceedings wound up with the usual show of good fellowship and the singing of the Red Flag and Auld Lang Syne. As Baroness Jeger said: "That was the week that was."

## Partial win for the Right on three-year rule

BY MARGARET VAN HATTEM

CONFERENCE MOVED yesterday to block discussion of constitutional issues at more than one in three consecutive party conferences in future. But the issue will remain open for the next year, allowing the party time to alter its method of choosing a leader.

Delegates, possibly alarmed by the violence and disruption of this week's in-fighting on constitutional questions, voted 5,682,000 to 1,180,000 to keep the off the agenda two years out of three.

The matter will be settled at next year's conference when, according to normal procedure, it will be put as a constitutional amendment to the party.

The solid vote in favour of the resolution represents a partial win for the Right after a

trouncing this week at the hands of the Left.

The three-year rule—which previously applied in theory to all issues—was rejected at last year's conference as a result of strong campaigning by the Left, particularly among the constituent parties and also to some degree within the unions.

However, a sizeable majority of the unions appear to have changed their minds since then. The move to reimpose the three-year rule came as a union initiative.

The Left-dominated NEC, which opposed the move, had earlier in the week rejected a

request from unions in the Trade Union for Labour Victory group to by-pass normal procedure and put the issue for a constitutional amendment this week.

The unions had assumed that this would follow a decision on the method of electing the leader. However, since conference failed to decide this and is now expected to try again at a special session in January, the unions did not press the matter and yesterday appeared satisfied with the turn of events.

The three year rule is not absolutely binding and can be overruled at the discretion of the NEC. But the executive still feels it to be an unnecessary constraint, suppressing discussion at the broadest level.

It would, Mr. Anthony Wedgwood-Benn said yesterday, "screw the top on the pressure cooker" at a time when many people wanted to discuss important constitutional matters.

He appealed to conference "not at this stage to take any decision which would appear to stop discussion."

"We all want to go forward in greater detail in improving our structure and organisation," Supporters of the three-year rule insist they are not trying to suppress discussion which can continue at constituency level, but merely trying to circumvent what looks like becoming an annual bloodbath.

Speaking to the resolution, Mr. Moss Evans, general secretary of the Transport and General Workers' Union, warned conference that annual

discussions of constitutional issues would leave no time for the party to absorb the arguments at constituency level.

"We need time for a proper debate, we must have a breathing space," he said. "Otherwise we will find ourselves rushing headlong into decisions we have not considered properly."

He appealed particularly to the large number of delegates frustrated in their attempts to speak in defence of the third world, jobs and pensions because of the inordinate amount of time devoted this week to constitutional questions.

"Conference is primarily our supreme policy-making body," said Mr. Evans, "and we should spend the vast majority of our time debating and making policy."

## Richardson attacks Thatcher

MRS. THATCHER was accused at the conference yesterday of failing to understand women and behaving "exactly like any male Tory Prime Minister."

The charge came from Miss Jo Richardson, Barking MP and NEC member, during a brief debate on women's rights.

But she added: "I deplore the sexist jokes like 'ditch the bitch' and 'Britain's first and last woman Prime Minister'." And she denounced the patronising attitudes of men towards women in the Labour Party.

Miss Richardson said of the Prime Minister: "Of course, she is an absolute disaster but she is exactly like any male Tory Prime Minister would be. She doesn't understand the working class and she doesn't understand working class women."

Without a vote, the conference then passed a motion, calling for an end to tax and social security discrimination against women, provision of nursery or workplace creche facilities for every child, extension of fully paid maternity leave, a ban on forced sterilisation, increased birth control facilities, free abortions on demand.

## Hayward's promise

MR. RON HAYWARD, in the final speech of the conference, pledged that the NEC would do all in its power to get the immediate repeal of the Employment Act if a Labour Government was returned to power.

"We give this pledge from the NEC," he said. "The next Labour Government will repeal this Act — all of it."

## Benn outlines his strategy for change

BY IVOR OWEN

LABOUR'S INCREASINGLY dominant Left-wing NEC, strengthened by the events at Blackpool this week, will lose no time in bringing the party's parliamentary leadership under intensified pressure.

Mr. Anthony Wedgwood Benn made this abundantly plain in the final session of the conference yesterday when he outlined his strategy for dealing with the one major reverse suffered by the NEC—the rejection of its attempt to gain undisputed control over the party's election manifesto.

Mr. Benn told delegates that as a result of this defeat, the draft manifesto issued by the NEC in May—its main emphasis is on a massive extension of state ownership and control—would be downgraded in status to that of a draft programme.

To cheer from the Left-wing, Mr. Benn announced that the NEC intended to seek an early meeting with the Shadow Cabinet with a view to producing a new draft programme embodying the decisions taken by conference then week.

This new document, which he hoped would form the basis of the next manifesto, would be brought before conference next year.

Mr. Benn bit out at the moderates and others who have protested that the victories won by the Left were obtained by undemocratic means.

He emphasised that most of the major policy changes approved by conference had originated from resolutions submitted by constituency parties. Mr. Benn declared: "There is no doubt at all that the British Labour Party conference is the most democratic body of its kind in the world."

"There is nothing else in the same league as all."

Mr. William McKelvey, who became MP for Kilmarnock at the last general election, applauded when he described the checks he had experienced as a "new boy" at Westminster.

The truth was, he said, that after 70 years the Parliamentary Labour Party was not as well organised as a national trade union, or a local Labour Party branch.

This view was echoed by Mr. Dennis Skinner, MP for Bolsover, and another Left-wing member of the NEC.

He maintained that the main concern of those who attack conference decisions was that the same degree of democracy might spread to the Right-wing dominated trade unions.

Mr. William McKelvey, who became MP for Kilmarnock at the last general election, applauded when he described the checks he had experienced as a "new boy" at Westminster.

The truth was, he said, that after 70 years the Parliamentary Labour Party was not as well organised as a national trade union, or a local Labour Party branch.

on the railways rights.

15/10/80



## FINANCE AND THE FAMILY

## Divorcee and responsibilities

BY OUR LEGAL STAFF

Last April I became divorced, with my former wife living with another man, X. I now gather that she is calling herself Mrs. X. Is there a way to find whether she has remarried, and how will this affect any lump sum or maintenance?

A remarriage will only affect your position in respect of the matters you mention if there is a material change in your former wife's circumstances in consequence. It seems unlikely that this is the case here, but you may wish to consult your solicitor if you are not certain what financial support your wife admitted to having at the time of the divorce.

## A quia timet injunction

Since new people bought the long lease of the flat above ours, we have had 16 floodings in all the rooms to which water is connected. Four times I have taken the people to court to recover repair costs and recently, when the case was still on, the 16th flooding occurred. On this occasion, when the court was empty, the defendant hit me in the face. I am bringing the matter to the magistrates court. Is there anything else you think could be done to put an end to this intolerable state of affairs?

We appreciate that your position is a most unenviable one. It may be that your proceedings in the Magistrates' Court will lead to the defendant's being bound over to keep the peace. Moreover it might be feasible to obtain a quia timet injunction to secure an injunction to require the defendant to refrain from causing a nuisance and/or allowing an escape of water on the basis of the history of 16 floodings to date.

## Void relief and rates

Last December I purchased a flat in a new block which I had just completed. I have not occupied or furnished the flat as I live and work abroad. However, I have been receiving rates bills from the local borough council. Is there any liability to rates on an unoccupied property? If I furnish the property and

use it for 2 or 3 weeks per year during my annual vacation, would this change the position? Rates are payable on an empty property, although you are entitled to apply to the rating authority for "void relief" which would enable the authority to omit the rates. Once you occupied or let the premises full rates would again be payable.

## No general right

A passageway exists between houses which has been in regular and unrestricted use for 15/20 years. Houses very close to the passage had in their deeds reference to the granting of continual use of this passage. The new owner of the land adjoining the passage proposes to close it off with a gate and allow only those with permission in deeds entry by use of a key—the rest who have used the passage for many years will be refused entry. The new owner claims that as the passage is not shown as a Right of Way on local maps, no general claim can be made for usage. Could you please give me guidance on this?

It is probably correct that there is no general right of way for the public at large. However any owner of a house adjoining or close to the passageway who can show that he and/or his predecessors in title have used the passage for 20 years can claim a right as if it were granted by deed, but limited to the kind of use (e.g. on foot) which has actually occurred.

## Krugerrands and CGT

Some weeks ago you had a bit about capital gains tax and Krugerrands which worried me. What is my position vis a vis a child's holdings of 8 or 9 coins, given her by her godmother on Christmas and birthdays? Her godmother, now dead, never disclosed the price of the coins, but as they were clearly bought when the price was much less than it is now, there is a gain of sorts. And what about the possibility of income tax?

There is nothing for you to worry about. Although your daughter will have a chargeable gain upon selling each

Krugerrand, the annual exemption limit of £3,000 (under the 1980 Finance Act) will mean that she has no actual capital gain tax liability—unless she has other chargeable gains, of course. The chargeable gain on each coin will be based on the average value of the coins on the days they were given to your daughter (not the prices which her godmother originally paid for them).

There is no risk of an income tax charge, since the transactions clearly do not constitute an adventure in the nature of trade.

## A new form of tenure

Could you tell me what effect the legislation of the recently passed Housing Act has upon rents in the private (controlled) sector and when any newly authorised increase can take effect?

The new Housing Act does not alter the law concerning the control of rents in the private sector except in so far as a new form of tenure (shorthold) will

be available to those who do not wish their new tenancy to fall within the Rent Act 1977.

## Passport as proof of age

Would I be right in assuming that a passport will fill the legal requirements necessary as proof of age when applying for old age pension and retirement superannuation benefits, etc.?

A passport would not normally be accepted as proof of age—although some offices might accept it. A birth certificate is the proper means of proving your age.

## Residences and capital gains

I am to retire in four years' time and am thinking of buying a house. This means that I shall have two residences and I understand that unless I nominate one of them as my main residence for capital gains tax purposes within

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

two years, the Tax Inspector can then nominate one of them. But what happens if I sell the newly bought house within two years? If you sold home number two within two years of buying it you could, if you wished, claim it as your principal residence, and thus escape capital gains tax. Any gain in the value of home number one during this same period would be taxable as and when you came to sell it.

## Liabilities of a trustee

I have been asked to act as trustee of an old Welsh congregational chapel. I am concerned as to my liabilities, if, say, the building needed repairs and there was no money available. Could my private resources be called on?

A trustee would not normally be liable beyond the amount of the trust assets in his hands so long as he has acted in good faith and you should consult the trust deed, or whatever document describes the constitution of the trust or trusts concerned.

## Dubious definition of a non-resident

## TAXATION

DAVID WARMAN

It is those who are either resident or ordinarily resident in the UK who are liable to capital gains tax. If the Revenue agree that you have become non-resident, and can also be regarded as no longer ordinarily resident, then the tax ceases to apply.

Similarly, among the categories of income regarded as arising from a foreign source, earnings from employment outside the UK will be completely removed from the scope of UK taxes if the employee is neither resident nor ordinarily resident. For this non-resident the "exporter's" relief introduced in 1977 are no longer relevant—25 per cent relief for 30 days or more abroad, and the 100 per cent relief which applies to those with 365 days abroad.

It is therefore desirable to know what the Revenue requires from an individual before it will agree that he has shed both "residence" and "ordinary residence." The first, residence, is purely a question of fact: spending various periods in Britain in specified circumstances renders the individual arriving here resident, and prevents the departing one from shedding that status as we will see below.

Ordinary residence, on the other hand, connotes some greater permanence—it is frequently said that it indicates habitual residence. There are therefore two different aspects to the shedding of residence and ordinary residence: first that of showing factually that days here and abroad in the fiscal year fall into the correct pattern, and secondly demonstrating in a rather longer time-scale that habits have been broken.

The tax law has always proceeded on the basis that an individual is resident, or is not resident, for a complete fiscal year. But the Revenue has published an extra-statutory concession which permits the departing individual to escape tax in appropriate circumstances, immediately after his departure. He does not always have to wait until the following April 6.

Let us examine how the Revenue applies the law in the case of a man who, before his departure, had been resident here for a considerable number of years, and was accordingly also regarded as an ordinarily resident here. The only specific reference in the tax statutes to the question whether he has shed his residence on going abroad is worded in the negative. He cannot be regarded as non-resident if his leaving was for the purpose only of occasional residence abroad.

Although there are some ancient cases in which the courts considered the meaning of these words (and interpreted them pretty harshly on at least one occasion), it is now generally accepted as must, unlikely that the Revenue would hold an individual resident for a year for the whole of which he was actually out of the country. And as a matter of general practical convenience, the Revenue is normally prepared to agree that the individual who goes abroad for full-time employment becomes non-resident; as soon as he is leaves.

It maintains, as safeguards, that it must be clear that the employment is a genuine, full-time, one and that it is likely that the individual will continue it for a period which includes at least one complete fiscal year. The Revenue does not raise any objections to this worker visiting Britain during his periods of leave even during the "one complete fiscal year" which, it says, he should spend abroad.

There is, however, one well known trap for the overseas worker who returns. If he keeps a home in the UK available for his use on those visits, and those visits are made at least in part for business reasons rather than purely on holiday, then he is in trouble.

Business purposes destroy the exemption he would otherwise have from the general rule that even setting foot in the UK will make an individual resident for a complete fiscal year if he has an accommodation here. And assuming that his wife does not have the protection of a full-time job abroad, the existence of the accommodation will certainly make her resident when she comes on holiday.

If we turn to the position of the person who emigrates without taking up full-time employment (self employment seems as always to be seen as dis-

creditable), we find that the Revenue may suspend decision until it can be shown that what the individual said would happen following his departure, if he sells his house in the UK, and purchases one abroad, the Revenue will often provisionally give him non-resident status from the date following departure, to be confirmed only after he has been out of the UK for a complete fiscal year. But if his total period of absence is less than three years and not connected with employment abroad, he will retrospectively be ruled resident for any fiscal year in which he visits the UK, and ordinarily resident throughout.

In all of the above cases it seems that the individual's successful shedding of residence will be accepted as constituting also a break in his ordinary, or habitual, residence. And as we have indicated, the Revenue does accept that both these events can concessively be taken as occurring on the day after his departure.

Those with most at stake are often those who feel least comfortable having to rely on the Revenue's concessions. The man who has a substantial prospective capital gain might think it safer not to realise it in the broken part of the fiscal year after his departure—but only in the following complete fiscal year of absence.

The Revenue does not see it as its duty to clarify the law and its administrative procedures for those interested chiefly in the avoidance of tax. And lawyers and accountants occasionally feel that they must weigh the small thanks they receive for getting it right against the disastrous negligence suits they could face if in a particular case the Revenue decided not to apply the rules in the manner which seems to have become its habit.

It is always possible, for instance, that it could use hindsight to discover that the individual's foreign employment was less real than originally thought—and that accordingly, his sojourn in his far country had never severed his "factual" residence status for any year in which he had visited the UK. Not broken, his "habitual" ordinary residence at all. Hindsight does not enable him to undo the realisation of his capital gain. This is the stuff of nightmares.

## Learning to live with it

"HOW we learned to live with it" could be an alternative title for the Consolidated Gold Fields' annual report for the year to June 30 which was published this week.

Of course, Gold Fields doesn't really like inflation any more than the rest of us, but it is the driving force behind the rise in the gold price and South African gold is the UK-registered mining and industrial group's main product. It contributed about half the record 1979-80 net profit of £89.9m which was 60 per cent up on that of the previous year.

At the same time, however, all the other major sectors of Gold Fields' activities again contributed to the rise in earnings. These include Australian tin, titanium minerals and copper; exceptionally, the 46 per cent-owned Mount Goldsworthy iron ore operation suffered as a result of cyclones, but it is now doing better and is enjoying higher ore prices.

The North American manufacturing and commercial activities did well on balance while at home the Amey Roadstone construction materials group lifted its pre-tax earnings by 22 per cent. So the Gold Fields' chairman, Lord Erroll and chief executive Mr. Rudolph Agnew, proudly state: "We were again able to reach rates of growth of earnings and dividends that substantially out-paced inflation."

They provide graphs reproduced here, to prove their point and go on to say, quite flatly, "We intend to continue this performance." They stand a good chance of achieving this aim, providing that the gold price holds at around its present level and the world economic recession does not hurt too heavily on the non-gold interests.

Looking ahead, the group's policy is to diversify and move into products which they feel may become relatively scarce in due course even though they may be plentiful at first. New acquisitions are thus on the cards although no further calls on shareholders

for fresh funds are envisaged at the moment.

The major shareholder is now, of course, the Anglo American group with some 25 per cent following the stock market raid carried out earlier this year by De Beers. Gold Fields insists that this will not mean any interference in policies as long as the group continues to do well, but the possibility of some co-operation

## MINING

KENNETH MARSTON

in new ventures cannot be ruled out, especially on the exploration side.

In all, Gold Fields looks to be as good a haven as any in the current economic situation with a balance between gold and industrial activities. But it cannot have the best of both worlds unless, perhaps, there are to be inflationary moves in the U.S., a part of the world that this group appears particularly to favour.

Sharp swings have again been seen this week in the price of Minerals and Resources Corporation (Minres) as holders have taken profits on a price boosted by a "hot sell" in the U.S. and the Americans have come back for more. The latter may well have been encouraged by Minres' annual report this week.

It contained no glittering forecasts, but it did remind us that the major new investment acquisitions that were part of the group's reorganisation in

the year to last June only contributed to income in the second half of the year.

Of these, the 10 per cent stake in Anglo American Investment Trust (a major holder of De Beers) made a substantial contribution to Minres' higher profits. This week the trust has further raised its interim by 30 cents to 260 cents (144p).

Clearly, a full year's income from this and the other major investments—notably the 27.3 per cent stake in the U.S. Engelhard Minerals and Chemicals precious metals refining and general metals marketing giant, Trend Oil and the base metal interests—should boost Minres' profits in the current year. Whether this will justify the current yield basis of under 2 per cent, however, remains to be seen.

## Put briefly

● South Africa's Impala Platinum still expects to see "a small improvement" this year over the record R118.2m (£68.2m) earned in the year to June 30, despite the depressed state of its major markets, the U.S. automobile industry and the Japanese jewellery trade.

At the same time, however, earlier reports in these columns are confirmed with the news that Impala's platinum production for the year to June 30 could rise to 975,000 ounces from the 1979-80 total of 870,000 ounces. The group is also to start construction in conjunction with Canada's Sherritt Gordon Mines of a South African plant for the recovery of cobalt metal.

● Sadly, the struggling Cleveland Potash mining operation in Yorkshire is to be scaled down and this will involve the

laying off of some 650 of the workforce of 1,500. Since it started operations in 1973 some £140m has been put into the mine, but it has never made a profit and is mainly because of technical reasons potash production has never reached the targets.

Despite some improvement to the past year, the management has decided that the mine cannot be brought to profitability on the present basis. It is jointly owned by Anglo American Corporation and Charter Consolidated. But the latter now has no liabilities in respect of the mine, these having been shouldered by Anglo.

● As forecast in this column, the offer to Pancontinental Mining shareholders of shares and options in the Pancontinental Petroleum, Australian oil and gas exploration subsidiary has gone with a swing.

Pancontinental Mining holders were offered one share in the new company at par (25 cents) equal to about 12p for each Pancontinental Mining share held. The new share also carry an option to acquire on a one-for-two basis a further share at a price of 25 cents until June 30, 1985.

The issue, which was designed to raise a total of some \$311.5m (£5.6m), was heavily oversubscribed. Dealings started in the new shares this week at 35p—double the offer price—with the options trading at 15p. Some consolation, I suppose, for Pancontinental Mining holders who still await Australian Government permission to mine the company's massive Jabiluka uranium deposit in the Northern Territory which was discovered almost ten years ago.

## THE CLAN MCCANNY



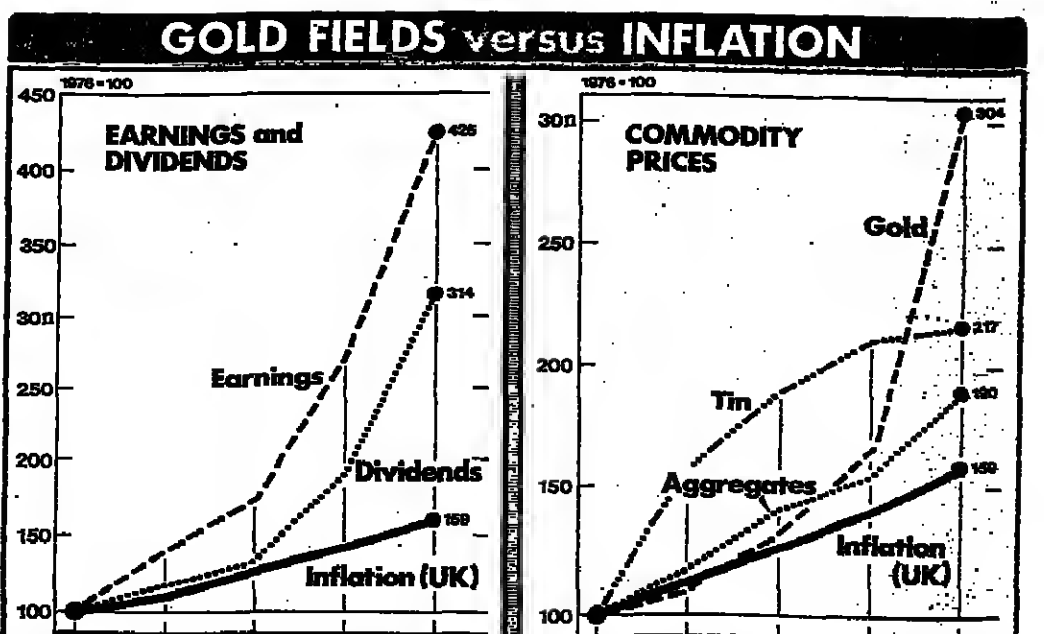
For further information write to: Scottish Provident Institution, 6 St. Andrew Sq., Edinburgh EH2 0DH



**SCOTTISH PROVIDENT**

You call it canny, we call it Provident.

**FINE STAMPS**  
AN ALTERNATIVE INVESTMENT  
For fully descriptive brochure write to:  
U.H. FINE STAMP INVESTMENT SERVICE  
FT 14, Christmas Street, Bristol BS1 5BS  
Telephone 0272 20412





## YOUR SAVINGS AND INVESTMENTS—1

Tim Dickson on a seldom-publicised side of recession

## Time for a blitz on your charity cash

CHARITIES, and those who benefit from their work, are often first to feel the chill winds of recession. When jobs feel less secure and profits less assured, individual and corporate donors are easily tempted to cut their contributions.

Charities have two main sources of money, besides grants dished out by Government—businesses, who can often be persuaded to give away part of shareholders' rewards; and individuals, for whom the sacrifice is generally more personal.

This week the Salvation Army, a worldwide organisation with a gross income of more than £15m, launched a major campaign in the City of London to raise £1m. As full page advertisements in national newspapers made clear, the cost of living is making it increasingly difficult for the Army to carry out its traditional work of helping the destitute, the abandoned

and the down-and-out. As the campaign literature puts it, "The Salvation Army, itself under attack from inflation, is launching a blitz on London."

Businesses then will be the main target of the Army's attack but thanks to changes in this year's Finance Act individuals should remember that they too can play a major part in helping charities fight rising prices—at little or no extra cost to themselves.

Charitable covenants have long been the best and most tax efficient way of giving money. But following the developments announced in the March Budget they are now even more attractive. First of all, the minimum period for a charitable covenant to be recognised for tax purposes has been reduced for the financial year 1980-81 from seven to four years.

Secondly, and just as importantly, donations from next year (1981-82) will attract relief at the benefactor's highest mar-

ginal rate of income tax, instead of simply at the basic rate as at present. The concessions unfortunately are somewhat complicated so for charities to get the full benefit individuals will have to take action themselves.

At the moment the charity is allowed to reclaim tax on all gifts at the basic rate of 30 per cent. In future this will be unchanged but donors on high incomes will be able to claim for themselves relief on the difference between their top rate and the basic rate. In other words, unless covenants are increased the individual rather than the charity will pocket the Government's contribution.

For example, an individual liable at the 50 per cent rate of tax who covenants a "net sum" of £200 enables the charity to reclaim £85.71 (i.e. 30 per cent of £285.71). In future, for the same net cost to himself of £200 the individual will be able to covenant



Salvation Army workers at their post in the City of London.

a net sum of £280. The charity can apply for a tax repayment of £120 (30 per cent of £400) and the individual will get relief on 20 per cent (the difference between 50 and 30 per cent) of £400—£80. Net cost to individual therefore is £280 minus £80=£200.

Among a number of other changes now enshrined in the Finance Act which will benefit charities directly, the present Capital Transfer Tax (CTT) exemption limit of £100,000 for transfers to charity made on or within a year from death has been raised to £200,000.

## Now the big push is on for new money

## UNIT TRUSTS

TIM DICKSON

INVESTORS OUGHT to keep their wits about them in the next few months. Unit trusts groups seem likely to make a big push for new money, encouraged by increased charges and an outlook for equities which many managers feel is encouraging.

Unit trust management charges were freed from Government control last December. As we pointed out on these pages two weeks ago most companies have either taken or are about to take advantage of the opportunity to increase their take. The old maximum of either 5 per cent initially plus 1 per cent annually on the size of the fund or 3 per cent initially and 1 per cent annually appears to be giving way to a standard 5 per cent "up front" and 1 per cent per annum.

The increases, expressed as fractions of a per cent, may seem insignificant to investors (certainly judging by the ease with which groups are pushing through new deeds) but to the managers themselves they represent a welcome boost to cash flow. The chances are that at least some of this will be ploughed back into more aggressive marketing.

The climate for unit trusts, moreover, is looking more attractive. In spite of the helpful tax concessions in the Finance Bill, unit trust sales this year have been dented by high interest rate "products," notably the high income bonds which cashed in so successfully

before they were killed by the Budget. Admittedly, the £1.5m which the Government plans to raise through the new "granny bonds" next month will make a big hole in investors' pockets. But once this is out of the way, many managers are confident that if interest rates come down a lot of spare cash will find its way back into equities and hence unit trusts.

The big question for investors will be how to pick up right unit trust. Such an exercise, it should always be stressed, is far from scientific but one aid to those making a decision is the regular performance review published by Planned Savings. The figures for the first nine months of 1980 were published yesterday, showing inevitably that funds invested in energy related stocks and gold have come out on top.

The limitations of performance tables are various. Short term comparisons, for instance, are usually distorted by exceptional market conditions and can often be influenced by luck rather than judgment. Longer periods are undoubtedly more reliable, although these can quickly be proved invalid if investment teams have recently

been broken up. A good result can often be put down to one individual's talents.

Performance, meanwhile, is not only judged relative to other unit trust groups. The two most common yardsticks are the FT Actuaries' All Share Index and the FT Industrial Ordinary Index. The FT Industrial Ordinary Index is more familiar to investors and is designed to measure the mood of the Stock Market based on the 30 leading industrial shares.

It is, however, unweighted by sector and tends to understate performance over the longer term. Because it is easier to beat—unit trusts say because it is more familiar to investors—it features in much promotional material. The Planned Savings figures illustrate why—259 funds beat the Ordinary Index in the first 9 months of this year, only 128 beat the FT All Share Index.

All this said performance is probably the most useful tool in evaluating the sector. What is more, they keep managers on their toes. For the record these were the 10 best performers in the 9 months to end September.

Current Value of £100 investment in nine months to October 1 (offer to offer price)	
M and G/Australasian	178
Garnmore Commodity	173
Henderson/Australian	173
Barclays Unit, Australia	162
Barclays Gold and Gen.	161
Henderson Financial and ITU	160
Midland Drayton Commodity	159
Britannia Minerals	158
Britannia Universal Energy	157
Key Energy Industries	157

## Arm of the law

TOO MANY people are not exercising their rights as consumers because it means going to law. But the difficulties and costs involved can be overcome if legal expenses, insurance and its associated services becomes more readily available as an employee benefit, with the employer bearing the insurance costs.

Until recently company schemes have tended to concentrate on employment protection. But in the normal course of an employee's life, he is more likely to need legal guidance on buying and selling his house, possible matrimonial problems, consumer rights and motor accident cases. This week Employers' Protection Group launched its Legal Benefits Insurance scheme designed to meet the everyday needs of employees.

This group, based in Sutton, has up to now concentrated primarily on employment protection insurance for employers and on directors' and officers' liability. This latest develop-

ment represents a new dimension in the group's legal expenses insurance activities.

The scheme has four elements—employment cover, personal cover, motorists cover and conveyancing cover and can be arranged to cover some or all of these sections. But the most useful feature is the advisory service run by Employers' Protection which enables the employee to get legal advice on his problems. Indeed if he wishes to use the scheme for any reason, he first has to contact the advisory service before he can go any further. This will discuss the problem and advise how best to proceed. The employee cannot take legal action and run up solicitors costs without prior approval.

It needs to be emphasised that this service is not a substitute for seeking the services of a solicitor, nor does it provide a second opinion on advice already given. But it will prevent the employee running up unnecessary bills in pursuit

of hopeless claims. But if the claim is a valid one, the insurance will ultimately meet the costs.

There is, of course, still a need for employment protection, especially in these days of recession and there could arise a paradoxical situation where the employee takes legal action against his employer, with the employer paying the costs. In practice, Employment Protection acts as a mediator between employer and employee and settles any grievance without it going to an industrial tribunal. From an employer's viewpoint, the provision of such a benefit encourages good industrial relations and avoids the employee being distracted from his work by problems that seem insoluble.

Legal expenses insurance, unknown in the UK 10 years ago, is now a thriving market with more schemes coming on the market. Employers and employees need to check that any scheme selected offers a complete service for the needs of employers at a competitive price.

Eric Short

## Variety of Life

THE DEEP divisions within the Life Offices Association over the remuneration to insurance brokers is revealed with the latest publication of the magazine, Money Management.

The insurance brokers, through their professional body, the British Insurance Brokers Association, have been seeking concessions to the commission scale set out by the LOA. This scale, or series of scales, sets out the maximum amount of commission that member companies can pay insurance brokers on various types of life and pension contracts.

BIBA claims for its members that the scale is inadequate to meet the cost of procuring business for life companies and that no account is taken of costs paid by other intermediaries.

They are, for instance, annoyed that non-broking intermediaries who simply introduce the business to life companies get the same commission as brokers who incur expenses in procuring business.

Money Management contacted

17 LOA member companies and asked them three questions:

(1) Would the company like to pay more commission to brokers?

(2) Should the present commission levels be increased?

(3) If the situation was not satisfactory concluded would they consider leaving the LOA?

To the first question seven companies said yes, four said no and six declined to answer.

There was a similar response to the second question.

On the third question only two companies surveyed were prepared to admit that they could leave the LOA. But neither was prepared to state categorically that it would leave unless the situation was resolved satisfactorily.

The most unsatisfactory feature about the whole business is the secrecy surrounding the discussions, since the ultimate decision will directly affect the consumer. At the end of the day it is his premiums that pay the commission.

E.S.

## Welcome home, bon voyage

HOLIDAY PLANNING is like painting the Forth Bridge. Before one year's holidays are over, people start planning the next one.

The Automobile Association this week produced its latest Travellers holiday insurance policy with the slogan emblazoned across the prospectus "All your holiday insurance for 1981."

This contract from the AA is designed for the holidaymaker who leaves his car behind when he goes on holiday. It brings the cover right up-to-date with three noticeable features.

First, the medical cover is raised to £50,000 to meet the

ever-increasing cost of falling ill overseas, particularly in the U.S. and in the Far East. A case earlier this year showed that the cost of treatment for a heart attack in the U.S. can approach £50,000.

Next, the plan provides cover to meet those extra expenses arising should the holiday be delayed or curtailed, either from illness within the family or from industrial action outside.

It was not just motorists who were delayed by the French fishermen's blockade. Airport strikes are an accepted hazard of holiday travel and the plan provides compensation of up to

£60 per day if industrial action delays the start of a holiday by more than 12 hours.

Finally, the AA provides a 24-hour English-speaking emergency telephone service for travellers which puts them in touch with experts who can advise on medical problems, arrange hospital treatment or provide an air ambulance service back to the UK.

If someone falls ill it is reassuring to know that medical costs will eventually be paid, but essential to know at once what to do and where to turn for help.

E.S.



## Nationwide's new Capital Bonds are right for you, right for your money.

You've got some capital and want to make the most of it. Nationwide's new Capital Bonds give you a very wide choice. They guarantee extra interest above our variable Ordinary Share rate. The table shows the extra interest

guaranteed for the initial term and the present interest rates based on our current Share rate of 10.50%.

There are nearly 1,000 Nationwide branches and agency branches. Call in at your local branch or post the coupon.

## HIGHEST EVER INTEREST

New Capital Bonds guarantee you extra interest at the rate appropriate for the initial term you select. And you get all your extra interest right from the start. Enjoy Nationwide's highest ever rate.

## STAY ON TOP RATES

If you choose a Bond of less than 5 years and then decide to leave your money invested, your extra interest will increase each year up to a maximum in the 5th and subsequent years. So you have a long term option from a short term investment.

## WITHDRAWAL OPTION

At the end of the initial term selected you can withdraw all your investment. Or you can leave it to earn up to its highest interest at only 3 months' notice of repayment by the investor or the society.

## WIDER CHOICE

You can choose one or more New Capital Bonds from the range and the table shows the current rates. You can invest any sum over £500 in multiples of £1 in any one Bond.

## GREATER CAPITAL GROWTH

You can leave your half-yearly interest invested in the Bond for even faster capital growth. For example, a 5 year Bond now offers 12.50% which compounds to an annual rate of 12.85%, worth 18.41% gross to basic rate taxpayers.

## MORE MONTHLY INCOME

You can have your Capital Bond interest as regular monthly income, paid to a Nationwide Share Account, bank or Giro account. For example, an investment of £5,000 with an initial 5 year term pays £52 a month at current rates.

To: Nationwide Building Society, FREEPOST London WC1V 6XA.

I/We enclose a cheque for £ to be invested in a Nationwide Capital Bond for an initial term of 1 year ☐ 2 years ☐ 3 years ☐ 4 years ☐ 5 years ☐ Interest is to be compounded ☐ or paid monthly ☐

Your total investment in all your Nationwide accounts must not exceed £20,000 (£40,000 for a joint account). No withdrawals are possible during the initial Bond term selected except following the death of an investor.

**Nationwide Building Society**

Full Name(s)

Address

Date FT22

## INTRODUCING ONE OF THE BEST INVESTMENTS IN THE CITY.



As its name suggests.

Barclays Unicorn Financial Trust invests mainly in the UK financial sector. And that's one sector of the economy that usually performs well, even when the economy as a whole doesn't.

With holdings in banking, insurance, and finance companies, its unit offer price has risen 43.2% in the last year, 134.7% over the last five years and 245.3% since launch.

This compares with 13.8%, 103.2% and 135.1% over the same periods for the FT All Share Index.

In fact, it is currently in the top 10% of all Trusts in the list prepared by Planned Savings Magazine for the latest year. And with interests also in oil exploration and oil-related finance, we see no reason why it should lose its place.

The overall aim of the Trust is long term capital and income growth, and anyone with the same objectives could do well by investing now.

You should remember that the price of units and the income from them can go down as well as up.

You should regard your investment as long term.

## THE CITY.

In time, you could reap a healthy return on an investment in this Trust. Thanks to the City.

What you need to know.

The price of units on 2nd October 1980 was 115.0p. Estimated gross yield is 3.69% p.a. and income will be payable on 15th July and 15th January. Prices and yield appear daily in the Financial Times and other newspapers.

You can invest in Barclays Unicorn Financial Trust with a lump sum of £250 or more. Or, if you wish to invest on a regular basis with tax relief you can make a monthly payment of £20 or more. Please fill in the subscription form below.

There is an initial management charge of 5% and a half-yearly charge of 1/4% plus VAT (subject to review). Remuneration is paid to qualified intermediaries; rates are available on request. You can sell back units on any business day at the bid price ruling when your instructions arrive. Payment will normally be made within seven days of receipt of the renounced certificates.

Any branch of Barclays Bank can give further information and advice.

## BARCLAYS UNICORN FINANCIAL TRUST.

To: Barclays Unicorn Limited, 252 Romford Road, London E7 9JB.

Surname (Mr, Mrs, or Miss) \_\_\_\_\_ Forenames (in full) \_\_\_\_\_  
(BLOCK CAPITALS PLEASE)  
Address \_\_\_\_\_

Phone \_\_\_\_\_

## Regular savings.

☐ Please send me details of your regular savings plan from £20 per month.

☐ Please send me details of regular investment with life assurance and tax relief.

## Lump Sum Investment.

I/We wish to invest £ in units of Barclays Unicorn Financial Trust and enclose a cheque for this amount.

If you wish to purchase these units through your Barclays bank account please fill in your Barclays card number (etc.)

I/We understand that units will be bought for me/us at the offer price ruling on the day of receipt of this application. A contract note will be sent to you. Certificates will be posted within six weeks. This offer is not available to residents of the Republic of Ireland.

Signed \_\_\_\_\_ Date \_\_\_\_\_

Agent's VAT No. \_\_\_\_\_

FT0101P

BARCLAYS UNICORN GROUP

Barclays Unicorn Limited, Member of the Unit Trust Association. Trustee: Royal Exchange Assurance. Registered in England No. 589407. Ultimate holding company Barclays Bank Limited.

It pays to decide Nationwide



# YOUR SAVINGS AND INVESTMENTS-2

Banks and mortgages... first time home buyers...  
property shares... ice cream and bricks and  
mortar... Financial Times writers look at the housing market

## Topping up at the Black Horse

HAVING AT last moved into the home loans market, the clearing banks are exploiting its potential aggressively, none more so than Lloyds.

Not only does Lloyds have its own mortgage scheme and a top-up mortgage arrangement with its own life company—Black Horse Life. It is quite prepared to co-operate with other life companies in providing top-up mortgage facilities.

It already has a scheme of arrangement with the Sun Alliance Group and this week Yorkshire-Generale Life Assurance announced that it had completed a deal with Lloyds.

The basic details of each of these arrangements are that Lloyds Bank makes the top-up money available and the life company provides the endowment contract to repay the mortgage.

The original inquiry for a top-up mortgage comes from the life company's contracts, usually an approved broker or other intermediaries. Broad guidelines are set out as to the limits of the top-up and the type of property on which an advance will be made. But acceptance in each case is decided by Lloyds not the life company.

Once a loan has been granted, the nearest branch of Lloyds to the client is sent the papers and this branch will then contact the client and the life company. The client does not have to be an existing Lloyds customer—neither does he have to transfer his account as a condition of the top-up.

This scheme has certain differences from the usual form of top-up from a life company.

Sun Alliance says that under its arrangement much larger top-up loans can be granted, without the rigid restrictions imposed by life companies for their own schemes.

Then the interest rate is a variable one tied to the Building Society's minimum lending rate—around three points higher—and moves with that rate. Many life company schemes have a fixed rate.

The building society main mortgage and the top-up mortgage can be repaid by any type of endowment, usually the low cost, whereas some life company schemes insist on non-profit contract for both mortgages.

A comparison of the two methods is shown in the table. At present the Sun Alliance/Lloyds scheme charges 13½ per cent against a typical fixed interest 14½ per cent. But the low cost endowment premiums are cheaper and, as the table shows, the net cost is virtually the same.

With the Sun Alliance/Lloyds scheme there is a strong possibility of the interest rate coming down and the low cost provides a substantial cash sum at the end of the mortgage.

Lloyds Bank gets its return solely from the interest paid on the mortgage and the commission on the endowment is paid to the intermediary.

The life companies in general appear delighted with this arrangement since it meets most of the objections to operating their own top-up scheme. Top-up mortgages yield a lower return than corresponding gilt investment. They are unmarketable and can be repaid at any time. Consequently investment managers of life companies, seeking to maximise their return, do not regard top-up mortgage investment with favour.

But a top-up mortgage facility is now an essential consumer service as more life companies have discovered. In recent weeks Clerical, Medical and General, Confederation Life and Yorkshire-Generale have launched their top-up mortgage schemes. But this conflict of interest with life companies means that the amount made available is limited.

Life companies regard the Lloyds scheme as solving their dilemma. This was certainly the case of Sun Alliance. A year ago it did not have a

Comparative table of monthly costs for a £15,000 mortgage from a building society plus a £5,000 top-up mortgage payable over 25 years for a man aged 29.

	Scheme A (Sun Alliance/Lloyds)	Scheme B Life company top-up
Building Soc. Interest (a)	190.63	190.63
Top-up Interest (b)	77.08	48.75
Life premiums (c)	33.35	28.35
Total monthly cost	301.06	267.73
Surplus after 25 years (d)	£7,058	Nil
(a) Building society interest at 15½ per cent, tax relief at 30 per cent.		
(b) Top-up interest at 14½ per cent under Scheme A and 14½ per cent under Scheme B.		
(c) Low cost used to repay both mortgages under Scheme A and non-profit contracts under Scheme B. Tax relief at 15 per cent.		
(d) On current bonus assumptions.		

top-up mortgage scheme in spite of its strong connections with the building societies. Having seen details of the Lloyds Bank's scheme with its life subsidiary, it liaised with the bank for similar facilities and the scheme was eventually set-up.

Now Yorkshire-Generale has negotiated a scheme with Lloyds in addition to its own top-up scheme. It is understood that two other major life companies are about to complete their arrangements with Lloyds Bank for similar schemes and other life companies are following this path.

At present there is no big demand for top-up money. But when the house market picks up the demand should grow and the more sources of finance available, the better for the consumer. The resources of the top-up market were stretched to the limit last year.

Last week, Lloyds' Black Horse Life launched a with-

## Why they ignore the handout

FIRST TIME housebuyers in their thousands are ignoring a free handout from the State. Under the Government Home-Loan Scheme, which was first introduced in December 1978, anyone buying their first home can qualify for a £500 interest-free loan plus a tax free bonus of up to £110 provided they have saved for at least two years. But with the second anniversary of the scheme's birth approaching fast, word from the building societies suggests the response has been highly disappointing.

This in retrospect is hardly surprising. In the last couple of years Governments have had precious little reason to encourage those entitled to the money to take up their rights and financial advisers are better at reminding clients of such offers if there's something in it (i.e. commission) for them. The first beneficiaries of the scheme will not actually receive their money till December this year, but according to the Building Societies Association, future commitments currently total a mere £100,000.

To qualify for the Home-Loan scheme you obviously have to satisfy a number of conditions. But the important thing to bear in mind is that there is absolutely no individual commitment. You can sign up and subsequently withdraw your money at any time, simply forfeiting any ultimate right to the benefits.

Min. savings held during 12 months before applying	Cash bonus
£300-399	£40
£400-499	£50
£500-599	£60
£600-699	£70
£700-799	£80
£800-899	£90
£900-999	£100
1000 or more	£110

keep in the account during this year, however, the bigger the bonus (see table).

The conditions on the loan are the same as for the bonus, except that you must have at least £500 in your account before you qualify. The money is normally added to the rest of your home loan and is shown separately on the mortgage offer. The effect is either to reduce the amount you borrow direct from the lending institution or to release savings for other purposes.

Repayments on the £500 interest-free loan do not start for five years, though if you sell your house within this period the money has to be returned immediately.

New definitions of the "lower priced" houses which qualify for the Home-Loan Scheme were announced recently by the Department of the Environment. Two-thirds of first time buyers are expected to come within the net, which ranges from £29,100 in Greater London at the top end to £16,400 in Yorkshire and Humberside at the other.

● The Building Societies Association made it clear this week that mortgages will almost certainly remain at 15 per cent until the beginning of next year. Net receipts for September are expected to top £400m, well above the levels of recent months. But while societies are obviously getting the initial benefit of large redundancy payouts they are holding their breath in anticipation of the Government's new grant bonds, which will be launched in mid November.

Tim Dickson

## HOW TO BEAT THE MARKET

The following six shares were among those recommended in the IC News Letter in 1977 and were all showing increases of at least 350% when the latest comprehensive table of our 1977 selections was published in March of this year. Even the average capital appreciation of all 54 shares recommended in 1977 was 144.0% compared with an equivalent fall of 1.4% on the FT Index. This represents a further spectacular advance from the average gain of 74.1% (against one of 6.6% in the FT Index) shown in a follow-up table published just over a year earlier in February 1979, exemplifying the staying power and sound fundamentals of most IC News Letter recommendations (although profit-taking remains an important part of the News Letter's advice).

Where else could you make this improvement on your savings?

SHARE	Recommended Price in 1977	Price at 19/3/80	Appreciation on Recommended Price
Automated Security	15	340	+1,500.0
Burmah Oil	41	198	+478.0
Capital & C. Prop.	174	94	+54.3
De La Rue	119	810	+450.4
Henderson-Kenton	44	212	+381.9
White Industries	AS0.91	AS16.50	+1,713.2
All 1977 Selections	438.1	432.0	+144.0
FT Ind. Ord. Index			-1.4

These figures are taken from a follow-up table published in the March 25, 1980, issue of the IC News Letter; this table is available on application. Since 1966, when comprehensive follow-up tables were introduced and have since been published in the IC News Letter, the IC News Letter's weekly share recommendations have on average beaten the FT Index by substantial margins, averaging well into double figures (based on share prices a year after recommendation).

**TAKE OUT A SUBSCRIPTION NOW AND BEAT THE MARKET**

The IC News Letter is available, every Wednesday, on postal subscription only at £48.00 for one year (£54.00 airmail) which includes a filing binder.

THE FINANCIAL TIMES BUSINESS PUBLISHING LIMITED  
Graystone Place, Fetter Lane, London EC4A 3NF

To: Marketing Department, Investors Chronicle, (ICNL) Farnham, Surrey GU10 4JL (no stamp needed)

I enclose my cheque, payable to F.T. Business Publishing (NL) for a year's subscription to the IC News Letter at:

£48.00 UK First Class Postage

£54.00 Overseas Airmail Postage (this includes a filing binder for one year's issues)

Block Letters Please Job Title

Mr/Ms/Miss

Company

Address

Post Code

Please indicate type of business.

Registered Office: Bracken House, Cannon Street, London EC4A 4BY

Registered Number: 980896

## From fast food to home cooking

REALTY World Corporation (UK) this week became the latest company to move into franchising, marketing arrangements familiar to local building societies and insurance brokers. The company will not act as a broker (it will not take commission) but it hopes, as Mr. Joe Collins, the managing director puts it, "to expand the agent's range of services."

Mr. Collins, an American with several years of insurance experience in the UK, is conscious that the needs of the British market are likely to be different to those of the United States. The 15 months research which has gone into the project, however, has allowed his team to "anglicise" the techniques.

Realty's premise is that housebuyers in the UK do not mind paying the 2½ per cent commission which agents commonly charge for selling a house. What they do object to, says Mr. Collins, is the poor, inefficient and generally time-consuming service which often accompanies a deal. "What we are offering," he says, "is the opportunity to complete most of the complex aspects of house-hunting and selling under one roof."

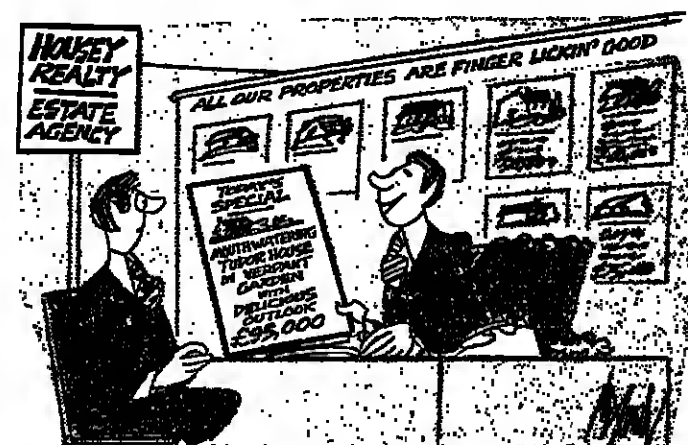
Essentially what Realty will offer is centralised training, marketing and advertising services, its own brand name on facia boards, beaded notepaper, etc., plus the back up (if necessary) of financial services such as non-build society finance and insurance. In return it expects a cut of the estate agent's profits, namely a once only "up front" payment of up to £3,500 and up to 6 per cent of annual turnover.

Realty claims that it is currently in negotiation with 50 estate agents in the Midlands and hopes to have 25 of these signed up for the pilot scheme by Christmas. Realty

was anxious to stress this week that it will not step on the toes of those agents who already have special relationships with local building societies and insurance brokers. The company will not act as a broker (it will not take commission) but it hopes, as Mr. Joe Collins, the managing director puts it, "to expand the agent's range of services."

Mr. Collins, an American with several years of insurance experience in the UK, is conscious that the needs of the British market are likely to be different to those of the United States. The 15 months research which has gone into the project, however, has allowed his team to "anglicise" the techniques.

Realty's premise is that housebuyers in the UK do not mind paying the 2½ per cent commission which agents commonly charge for selling a house. What they do object to, says Mr. Collins, is the poor, inefficient and generally time-consuming service which often accompanies a deal. "What we are offering," he says, "is the opportunity to complete most of the complex aspects of house-hunting and selling under one roof."



Surveyors. The RICS, which represents 56,000 chartered surveyors in the UK, has not come out for or against franchising and is currently canvassing members for their views.

"At the moment we would question the benefits of this sort of arrangement. We don't see where the estate agents are going to get the fees they have to pay," a spokesman said.

"Furthermore, we are somewhat concerned that if any of our members joined a franchising network they could infringe our code of conduct. Blatant advertising is not allowed."

Much more dubious about Realty's plans is Mr. Richard Neacock, a Staines-based estate agent whose franchising research has taken him recently to the U.S. "In some parts of America, such as Texas, 80 per cent of the residential property market is franchised. The effect has been to drive the little man either into the hands of the franchise group or out of business."

Mr. Neacock, not surprisingly, has his own axe to grind. He feels the main problem is that agents charge too much for their service and could do just as good a job more cheaply. He claims that a number of firms are poised to join his franchising group "Mister One Per Cent," whose members will charge one per cent on all house sales made on a "sole agency" basis.

From the customer's point of view, this is a potential drawback. Under Mr. Neacock's "sole agency" arrangement customers are committed to selling their house through him for six weeks. Generally speaking, sellers employ a number of agents, payment going only to the one which effects the sale.

Under Mr. Neacock's proposed scheme agents will pay an initial £300 entrance fee per office plus 3 per cent of their sales commission. "This will then go into a pot at which point we will guarantee to spend 87½ per cent of it on newspapers, TV and radio advertising."

Tim Dickson

## Planning for when the crunch comes

THE GREAT majority of two vehicle motor accidents result from acts or omissions on the part of both the drivers involved. The percentage of fault is infinitely variable, but in the rough and ready world of motor claims, lawyers and insurers initially tend to think in figures that reflect the generality of situations they have frequently to handle.

For example, at first sight, a collision on an uncontrolled crossroads postulates 50 per cent of fault on each motorist. This percentage is adjusted in the light of information, say, that one road is more important than the other, that there are certain road signs present, say on the relative speeds of the vehicles involved, on the tyre marks on the road, on the point of impact, on the final position of the vehicles after the collision, and so on.

A full appraisal of the facts may, in the extreme case, lead to the conclusion that one of two drivers was completely to blame—but the more normal deduction is for a 60/40, 75/25 or some other apportionment.

In a perfect world the motorists involved, and their insurers, ought quickly to be able to make this kind of assessment, and then equally quickly settle their financial differences—but inevitably even disputes arising out of uncomplicated crossroads collisions take three or four months, rather than three or four weeks to settle.

This arises partly from the volume of new claims that British insurers have to handle each working day—somewhere in the region of 10,000—partly from the fact that there are few cases where there is a clear cut case, without some conflict of evidence to be resolved. On the spot investigations, with witnesses and so on, all take time.

Moreover, after any two vehicle accident, be it cross-

### INSURANCE

JOHN PHILIP

roads collision or any other kind of traffic accident, insurers have to have regard both to their own policyholder's interests as well as to the interests of other parties who may be claiming against him.

Staying with our simple crossroads collision, suppose Brown is insured with the ABC and Green is insured with the XYZ. Brown's insurer is fully "comprehensively" but has a £100 claim for hiring another car while his own is under repair. Green is insured less fully and bears the first £100 of any damage repair bill.

Brown's claim for hiring costs lies initially against Green and only through Green against Green's insurer. Likewise Green's claim for his excess lies against Brown and so on to Brown's insurers. So on our assumption of 50/50 liability each should be able to collect £50 from the other's insurers.

Both Brown and Green, if they have experience of motor claims and mindful of likely disputes on the facts may well say to their respective insurers something like this—"Don't pay anything to that other fellow, until his insurers have settled my claim."

If both insurers heed this kind of request deadlock is quickly reached, and neither motorist will get any compensation for uninsured loss because neither will want to be the first to make any move.

Inevitably, too, motorists' patience will run out, lawyers will enter the fray, and insurers will then have to meet some legal costs in addition, which helps no one except the lawyers.

Standard motor policy conditions give insurers the right



to take over and bundle as they think fit in the policyholder's name any liability claim made against him: they have full discretion in the conduct of such claim, and the policyholder must give insurers such help as they need. However, it is only in the extreme case that insurers stand on the strict letter of such policy conditions.

Where they know their policyholder to be making his own claim, they are most likely to ask what progress he is achieving and to say they intend making a percentage offer to the other motorist, fixing that percentage to give themselves and their policyholder allow room to edge closer to what both regard as a reasonable compromise for all parties.

Moreover, although the theoretical responsibilities of the motorists for one motor accident should not total more than 100 per cent, in the process of compromise it may well happen

## The question of property shares

A NUMBER of property commentators have asked recently if the market will continue to do better than other forms of investment, and should holdings of property shares and bonds be reduced?

Julian Gibbs Associates, for example, is pessimistic. It cites the vulnerability of shop rents to the consumer spending squeeze and the effects of industrial recession on the factory and warehouse market. Gibbs quite rightly points out, however, that the circumstances that shattered the property market in 1974-75 are unlikely to recur and stresses the healthy performance of the leading bonds when measured against the Retail Price Increase. Finally it points to the Property Share Index strength in relation to the FT All-Share Index, out-performing by 16.3 per cent in the 12 months to June 30.

But the strength stemming from any fall in interest rates is thought to have been thoroughly discounted in property share prices. Bond performances in the first half of the year have been good but Julian Gibbs now expects the rate of growth to subside.

The stockbroking firm of Quilter Hilton Goodison, a specialist in the property market, has also recently remarked that the average discount to net assets of property shares has fallen below 20 per cent and concludes that, in the light of only minimal increases in rents and asset values, it is tempting to advise sales or at least some profit taking.

The broker might also have added that many active develop-

ment companies are coming back to shareholders with request for quite substantial tranches of new equity.

If the events of 1974 and 1978 are repeated bond redemptions will exceed new money and any fall in values could be exacerbated by the fund manager's tendency to adopt conservative valuations in an attempt to discourage further redemptions.

But, just as the leading property companies have rebuilt their balance sheets and spread the development risk, most bonds have filled portfolios with good quality property. The once common weakness of single premium funds investing in only one property is now almost eradicated.

That does not alter the fact that prime property offers historically low yields of 4 per cent in the case of shops, perhaps a point higher for top quality offices and around 6½ per cent for well located flexible warehouses.

The relative attraction of a gilt-edged fund has arguably never been brighter, particularly if rental growth drops below the level of inflation over the next two years. Yet in almost every case, property investment is a long-term commitment justifying itself on a two- or three-year view of a management and a portfolio.

The general assumption is that values will stagnate in the near future or rise only slowly. That suggests that property is no longer an outright buy, but it would surely be interesting to see the case to suppose that the market is susceptible to another massive slump.

Ray Maughan

## UNIT TRUST AND INSURANCE OFFERS

	Page
Midland Drayton Commodity and General Unit Trust	5
Allen Harvey & Ross Unit Trust Managers Limited	6
Scottish Provident Institution	5
Barclays Unicorn Group	7

Deposits of £1,000-£50,000 accepted for fixed terms of 3-30 years. Interest paid gross, half-yearly. Rates for deposits received not later than 10.10.80 are fixed for the terms shown:

Term (years)	3	4	5	6	7	8	9	10
Interest %	13	13	13	13	13	13	13	13

Deposits to and further information from the Treasurer, Finance for Industry Limited, 51 Waterloo Road, London SE1 6JZ (01-428 7822 Ex. 367). Cheques payable to "Bank of England, a/c FFI".

Finance for Industry Limited



Today's Rates 13%-13%



# HOW THE WIND OF CHANGE SHAPED THE NEW MERCEDES-BENZ S-CLASS.

The challenge: reduce energy consumption dramatically in the Mercedes-Benz S-Class. Both during manufacture and throughout a longer higher-mileage life. Do it whilst actually improving the S-Class performance, safety reliability and comfort other carmakers are still attempting to match.

## AN ENERGY-SAVING SHAPE

The response: the new Mercedes-Benz S-Class with an aerodynamic drag factor of 0.36. One of the lowest recorded for any production car, regardless of size, passenger capacity or type.

This surprising figure results from the subtle new wedge shape that is not only sparing of energy but significantly reduces the level of wind noise.

It also increases aerodynamic downforce by 30% for greater high speed stability.

And envelops more room for five passengers than even the previous S-Class afforded.

## LIGHTER BY THE WEIGHT OF FOUR GROWN MEN

New technology and materials (light alloys, superior steels, aerospace synthetics) lighten the new S-Class by up to 5½ cwt. Shedding, in effect, the combined weight of four grown men.

This shows to advantage during give and take town and motorway driving. With less mass, the new S-Class requires less time and fuel to accelerate to cruising speed (anything up to 140 mph where legal).

## YET STRONGER AND EVEN SAFER

Another S-Class paradox: weight-saving

technology has engineered an even stronger and safer motor car.

Scientifically profiled high tensile steels, make the passenger safety cell even more rigid.

New three-stage progressive crumple zones absorb more impact energy more effectively.

New deformable lightweight plastic bumpers help to protect brakes, steering, lights and bodywork in a collision, then return handsomely to shape.

Aerodynamic polymer side panels add virtually no weight, protect bodywork, deflect water.

More extensive zinc coatings, plastic linings, undersealings and wax injections provide still greater rust protection: the one instance where Mercedes-Benz engineers have added weight, in the interest of the ultimate energy-saving of non-replacement.

## FUEL-EFFICIENT LIGHT ALLOY ENGINES

The new all-alloy fuel-injected 3.8 litre V8 engine allows the new 380 SE to match its 4.5 litre predecessor's roadspeed, 300 lbs lighter, less stressed, less pollutant, quieter, its 218 (DIN) bhp at 5500 rpm gives it commanding acceleration throughout the range. Yet raises fuel economy to 25.9 mpg\* at 56 mph.

A new 5 litre alloy V8 engine of the 500 SE propels this even more powerful and luxurious Mercedes but only consumes 24.4 mpg\* at 56 mph.

The new 280 SE's twin OHC fuel-injected 6 cylinder now consumes up to 8% less fuel,

returning 28.8 mpg\* at 56 mph. While paradoxically, raising top speed to 127 mph.

These, and the two related SEL long wheelbase models, have the new Mercedes-Benz 4-speed automatic gearboxes that are 11 lbs. lighter and more efficient.

## FREEDOM FROM STRESS

Enhanced driver comfort and alertness via reduced stress are further new S-Class advances. Examples:

A new automatic heating system maintains the temperature you pre-select.

Redesigned instruments and controls that communicate and operate more conveniently.

The interior rearview mirror has a sun visor behind it to block glare from the gap between the two main visors.

The front safety belts adjust for height.

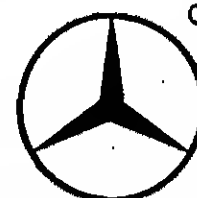
## DESIGNED BY THE FUTURE

Dense with technology, precisely engineered, energy-sparing, the new Mercedes-Benz S-Class will be provoking imitations years from now.

It uses less space, yet affords five occupants more room. It is more exciting, yet less demanding. More personally desirable, yet more socially responsible than any comparable car has ever been.

In 1973, the previous S-Class was voted 'Car of the Year'.

As the 1980's unfold, the new S-Class will become the car for the decade.



MERCEDES-BENZ. ENGINEERED LIKE NO OTHER CAR IN THE WORLD.

















## HOW TO SPEND IT

by Lucia van der Post



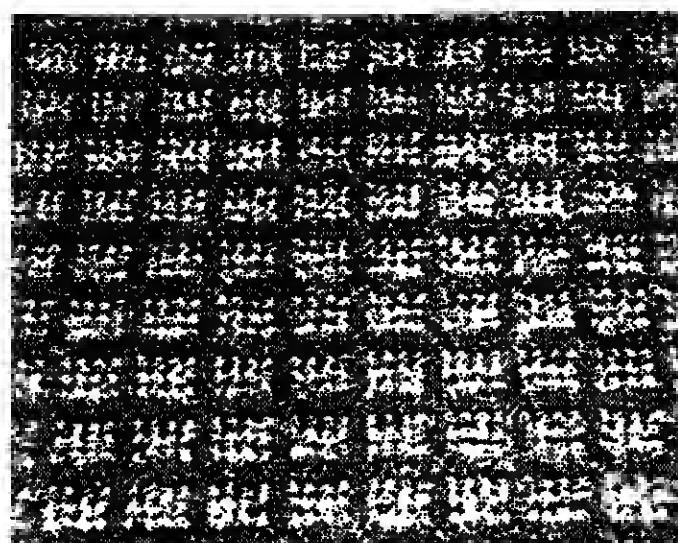
## Vive Chanel

COCO Chanel it was who said "perfume should be sprayed wherever you expect to be kissed" and Coco Chanel who created her own Chanel No. 5 so that the *haute monde* could be elegantly sprayed. In her time renowned for her love affairs and acerbic tongue as much as for the gold chains and ropes of pearls that she used to dress up her clothes, she created a style and taste that was instantly recognisable.

Though an original Chanel was only for the very rich her distinctive lines were copied by wholesalers the world over and I remember very well buying my first Chanel-type suit—Walls shops, ever the working girl's best friend, used to produce very natty suits with the distinctive look and braiding of the real thing at a fraction of their cost.

At 25, Old Bond Street, London, W1, women will once again be able to find all those distinctive Chanel hallmarks—elegant slimline suits, soft, floppy blouses and the pearls and chains to add the finishing touches to the look.

The boutique will be selling ready-to-wear clothes, created by Philippe Guibourgé, but created in the authentic Chanel tradition. There will be lots of little suits, though as you can see from the photograph, the skirt length is the new on-the-knee length, matching blouses, some marvellously dashing full-length evening dresses and some of her famous "little black dresses." If all you remember from last time round is the price, you'll be, in for a shock—1980 prices run at about £500 for a suit and about £240 for a little black dress.



## Floored

CHOOSING A carpet is among the most difficult tasks I know. So much money is usually involved that one is haunted by the sense that any mistake will be a disaster so any sense of adventure is squashed at birth and most tend to play safe by choosing something nice and neutral that'll blend with anything. Having decided to play safe as to colour and pattern still leaves one with the vexed question of quality, price, fibre, wearability and so on.

If you're looking for a new carpet I do recommend the new Kyoto range by Crossley. Firstly, it has been made in a new fibre which seems from all the evidence to offer genuine advances. It is what the manufacturers Monsanto, describe as an "Advanced Generation Nylon".

The reasons for which description are obvious to anybody who remembers the ghastly performance of the first generation nylon carpets. However, I defy anybody to find any resemblance between those and this latest fibre. I can't personally attest to anything other than its appearance but that is splendid—there are 12 wonderful plain colours that manage to seem easy to live with and yet original, ranging from pale beige to warm rich brown and all sorts of soft shades in between.

The Crossley team tell me

that the new fibre "Ultron" also combines very good static protection with high soil resistance. Certainly it looks very like wool (to which natural fibre all artificial ones are compared). Kyoto, as the collection of carpets is called, is currently in the shops and sells at about £13 a square yard.

More carpet news—for those who prefer their carpets made from natural fibres Sanderborn have brought out a lovely collection of carpets using traditional Berber colourings and all made from 100 per cent wool yarns. They are woven on Wilton looms and have a very attractive textured effect so that pattern is provided by differing thicknesses of pile. Most of the patterns are geometric and the overall effect of them varies depending on how large or small the pattern is. Colours are few—the white, beige and saffron-wood of the traditional Berber carpets. Shown, above, is "Mosaic" one of four designs in the new collection. On sale now, prices start at £26 per square metre.

Asa Carpets, of 51, Baker Street, London, W1 are having their usual rollover sales from October 4 to 11. Lots of trial lengths will be available at reduced prices.

## Warm-up for Winter



ANYBODY who has looked at the price of most knitwear this autumn will be reeling at the cost of anything that has any claim to originality or individuality. Not all of us can knit but for those who can and like it one of the answers is to knit up the garment they want themselves.

This week we're offering an exclusive pattern free to Financial Times readers. As you can see from the photograph, right, the jacket is exceedingly simple but is one of those garments that will prove endlessly useful, having the versatility of the cardigan but much more elegance. I particularly like the ruffled tie-neck.

The jacket was devised by the International Wool Secretariat in conjunction with Sirdar Wools and Riebs Wools of Holborn. Though we show the jacket in creamy white, the Sirdar Majestic wool used to make it is also available in 27 other colours including black, terracotta, cloret, aquamarine and avocado. Even the most timid of knitters shouldn't find it too difficult—a simple ribbed stitch is used throughout.

The pattern is free in return for a stamped addressed envelope from Riebs Wools of 243/243 High Holborn, London WC1. Anybody wanting to see the jacket made up can see it at Riebs Wools from Monday onwards, and during next week between 11.30 am and 2.30 pm on Monday, Wednesday and Friday a knitting adviser will be on the premises knitting up the jacket. Riebs Wools will also supply the wool, 17, 18 or 19 (depending on size of garment) balls of Sirdar Majestic Woolmark double knitting yarn at 94p per ball will be required. If you want the wool sent by mail enclose an extra £1.60.

For a local Sirdar stockist write to Sirdar, PO Box 31, Alverthorpe, Wakefield WF2 5ND.

In America, for 25 years, our microwave cookers have been a shining example to others.

Now there are so many first-time purchasers in Britain, our time-proven reliability makes choosing the best that much simpler!



• Selector control • 7 power settings • Available in space-saver size • Free recipe book • Build-in kit available

**TAPPAN**  
OF BRITAIN

Makers of the World's first domestic microwave cookers. Choose now at your local electrical store. Or Contact: Tappan International Sales Limited, 145 Stockport Road, Manchester M20 2JL. Tel: 061-275-1241. A member of the Microwave Oven Association.



The Maggie Clarke  
Superluxe Collection  
of undies and lingerie  
A complete  
mix and match collection  
often called — never equalled

Nightdress and matching  
briefs from the Chiffon Range.  
Colours: black, white, cream,  
rose, grey.  
One size only.  
Price £25.20  
Matching Kimono, not shown  
£37.00

Available from selected lingerie shops or from: Maggie Clarke  
7 High Street, Uxbridge, Middx., UB8 3JN. Tel: Uxbridge 36212

## FORGET THE COLD ECONOMIC CLIMATE



ENJOY THE  
WARMTH AND  
LUXURY OF  
K. WEST FURS

- ★ Affordable ideas
- ★ Versatile furs, adaptable to your own life style
- ★ Reversible, dual-purpose styles, blouses, accessories
- ★ Furs with flair you won't see anywhere else

New Cachet Collection and Autumn designs are waiting to be viewed now.

Or come to one of our fashion shows

on Thursday and Friday,  
October 23 and 24

at 11.30 am and 6.30 pm.

Saturday, October 25 at 11.30 am.

Phone or write for invitation  
and/or colour brochure.



**K. West Furs**  
21 Heddon Street  
(off Regent Street)  
London W1  
Tel: 01-734 0777



Left: Heide Jenkins made this toy "Ferdinand I" using quilting, padded patchwork, needlelace and fine macramé. From the exhibition at the Commonwealth Institute. Right: An early 20th Century Italian parasol, showing cut-work embroidery on white linen. From the Embroiderers' Guild exhibition at Bakers of Kensington.

## Stitches through the ages

IT'S been apparent for some time that there has been a huge revival of interest in the old-fashioned arts of needlework and embroidery but anybody who still doubts the truth of this should hurry along to the exhibition currently on (until October 18th) at the Commonwealth Institute, Kensington High Street, London, W8.

What is immediately apparent is that modern embroiderers approach the matter with much ingenuity, wit and light-heartedness. The solemnity that seems to have surrounded medieval embroidery is almost entirely absent. Now that fine work is no longer reserved for ecclesiastical or baronial surroundings embroidery seems to have been liberated and taken on a whole new lease of life.

Soft sculptures and three-dimensional hangings look new and fresh to the eye and seem to have as little in common with their medieval ancestors as a Jackson Pollock painting does with a Rembrandt. And yet, of course, just as Jackson Pollock uses materials and techniques that were not unknown to Rembrandt, so modern

embroiderers use many of the traditional repertoire of embroidery stitches.

Some of the soft sculptures seem to me to break quite new ground—there's a marvellous cauliflower with flowers made of padded oylow and a large caterpillar is busy crawling out of the stalks. There's a group of three wild Irish characters, Aunt Joseph, husband Edgy and Tony the Tramp, made by Liane Stahl of Co. Kerry. Tony the Tramp is complete with three-day stubble on his chin and an empty gin bottle in the hand.

Some of the exhibits are for sale, at prices starting at £36, and the 200 pieces on display were selected from over 800 entries sent in by members of the Embroiderers' Guild, who have been responsible for organising the exhibition.

Anybody interested in embroidery and in need of a little inspiration should make a point of going along. Hours are 10.30 to 4.00 on weekdays, Sundays 2.00 to 5.00, admission 75p or 40p for school-children, students and old-age pensioners.

If you've taken the trouble to visit the exhibition at the Commonwealth Institute it isn't far to a contrasting display of historic embroideries currently on (until October 18th) at Bakers of Kensington High Street (admission is free during store hours). Here the embroidery lover will be able to compare the skills and techniques, tastes and styles of other ages. There are embroidered costumes from all periods and countries, Victorian bead bags, samplers and English needlepoint lace, Edwardian trousseaux and silk patchwork quilts—a panoply of the best of our historic embroidery.

Those who can't get along to the exhibitions but are interested in the whole subject might like to consider joining the Embroiderers' Guild—it costs £8 a year and entitles the member to attend classes, lectures and workshops. There are some 77 branches all over the country, but for further details write to: Secretary, Embroiderers' Guild, Apartment 37, Hampton Court Palace, East Molesey, Surrey, KT6 9AU.

## A cautionary tale

ON October 1 new government regulations governing the sale and manufacture of upholstered furniture came into effect and anybody thinking of buying upholstered furniture of any sort should take some time and trouble to find out exactly what it is all about. Basically the regulations mean that as from last Wednesday any upholstered furniture that doesn't resist

ignition (as defined by various recognised tests) from smokers materials must be displayed with an accompanying cautionary label.

Under the regulations the tests which determine whether a given piece of furniture must carry the label or not are carried out by independent laboratories and each manufacturer has to make sure his own products are tested. This is certainly going to be a powerful incentive to every manufacturer to make sure his furniture doesn't have to carry the dreaded label—after all, it is most off-putting to be confronted with an apparently desirable sofa labelled Caution—Careless use of matches could set fire to this furniture—or, Caution. Careless use of cigarettes could set fire to this furniture.

In the long run it seems certain that the regulations are a good thing—the fumes from inflammable foams can kill exceedingly quickly—but it seems inevitable that some price rises, particularly at the lower

end of the upholstery market, will have to follow.

Speaking very broadly, at the upper end of the upholstery market the materials used would usually pass the ignition tests, whilst the foams used at the lower end are, in general, those that will from now on have either to carry the warning or be substituted.

Any upholstery made after 1st October will also have to have a permanent sewn-in label attached to it whilst eventually, from 1st January 1983, it will be illegal to sell furniture that doesn't comply with the test.

If anybody in the meantime finds the whole thing too complicated to understand two stores have gone to a great deal of trouble to make it all as clear and simple as possible to their customers. Habitat shops have produced a free leaflet that explains the ins and outs of the regulations whilst Joshua Taylor of Cambridge has set up a special promotion showing how the labelling works and have briefed all their staff on the subject.

## keep a little history in your home



We don't want to give the impression that we go around dabbling in exciting historical monuments to desert their proper settings, but we do make it our business to own the world's best looking and most important items which seem to be standing in the way of progress. Syon Lodge is a check full of paintings, drawings, sculpture, furniture and garden ornaments which we have rescued from neglected castles, chateaux and great houses the world over. You are welcome to come and spend a few delightful hours browsing around this unique collection. Our prices start at about £25, but, if you want an oil, we have a pair of 17th century portraits by Falson, with strong Russian historical connections, for £50,000. Do drop in and see us first, if you cannot, write for our colour brochure.

Crowther of Syon Lodge  
6777 London Rd. Epsom, Middlesex,  
TW20 6BL. Tel: 01-850 7776

## Want the heating on all day?

## Logfires

will make it all night too!

Only a Logfires Woodstove will give you the best of both worlds in so many ways.

LOGFIRES GIVE—

each economy that you can afford to run it day and night.

the visual benefits of a real fire with the warmth of large radiators.

the most robust construction for a long life with elegant design to suit most decor.

such control that you can keep snug in winter or just take the chill off a cool summer evening.

Logfires, one of Britain's leading specialist woodstove designers and manufacturers, have a range of stoves to heat big rooms and little rooms, up to 10 radiators—or no radiators.

For free colour brochure and list of stockists send coupon to: Logfires Woodstoves Ltd., The Estane Yard, Bishops Cleeves, Devizes, Wiltshire. Telephone: Cannings 757

Name \_\_\_\_\_  
Address \_\_\_\_\_



WOOD, PEAT or SMOKELESS FUEL

"It's Longchamp next Sunday. Must gallop over to Harrods for a new Viyella House shirt."



ARTS

Richer and poorer

BY ANTHONY CURTIS

No one is going to dispute the claim made this week by the BBC that *Outside The Jewellers* (Radio 3, September 28) is the first play written by a Pope ever to be broadcast. Karol Wojtyla wrote it in 1980, long before he became Pope John Paul II, as a Roman Catholic bishop in Poland. It belongs to a style of dramatic writings, the translator Boleslaw Taborski tells us, developed in 1941 during the Nazi occupation of Poland by a group called the Rhapsodic Theatre. Wojtyla was one of the founders of the group which met in secret in private apartments for performances of plays and poems enhancing the fire spirit of Poland which were given without any scenery or stage properties.

The Pope's play consists of a series of soliloquies in verse, which must have been hard to translate, concerning the marital fortunes of three inter-related couples across two generations. Some critics have taken issue with this choice of subject for a writer in the peculiar situation, *vis-à-vis* of marriage, of his Holiness; but it seems to me that there is nothing more incongruous about a Pope with a poetic talent writing a play about marriage than there is about a French ambassador with a poetic gift, like Paul Claudel, writing a play about being Pope. Both are going to require considerable imagination on the part of the writer.

It was clear from the Pope's play, in John Theodorakis's beautifully discreet and unassertive production, that he does possess a genuine literary imagination, but it was quite a difficult play to follow. Soliloquy, except in the hands of a great master like Beckett, loses impact on radio, and it is especially difficult even for highly intelligent performers like Maureen O'Brien and Barbara Jefford to achieve after a time any variety or surprise. Nonetheless the basic pattern, of each couple in turn paying a visit to the Jewellers and seeing in the plate-glass window a vision of the future, held the characters' ruminations and their fates together quite effectively. The play commences by implication a sense of a country permanently occupied by alien forces where even the most private experience has to be lived obliquely through a traditional symbolism. The Jeweller himself (Godfrey Kenton) and a

mysterious figure called Adam (Nigel Hawthorne) elucidate this symbolism and propound a selfless kind of love within marriage as each of the couples enters into the married state. Andrew (David Timson), the husband in the first couple, is killed in the war; then his son, Christopher (Michael Maloney), conceived before marriage, is born. Christopher marries the daughter of the second couple, Monica (Janet Maw). This couple has split; thus we have bereavement, breakdown, and hope, as three contrasting moods of marriage, explored by the play. It is a strangely disembodied kind of marriage for all three couples, seen under the aspect of eternity. The play does contain some fine insights but I feel that David Lodge's last novel, *How Far Can You Go?*, came closer to giving a composite picture of marriage as most contemporary couples, Catholic and non-Catholic, actually experience it.

It has been rather an allegorical week for drama on Radio 3. On Wednesday evening James Saunders came up with *Birdsong* in which a couple of caged birds of the male gender while away the time in flights of linguistic philosophy. Dinsdale Landon and Nigel Hawthorne caught the pedantic manner to perfection. A shining (Beth Portman) interrupts their comfortable life-style behind bars, and posits the concept of freedom which she demands for herself, as a reality. They talk it over for a while, then slaughter her and carry on chopping logic over the cuttlefish as before. An amusing squib (or should one say, squib?) trillingly directed by Matthew Walters.

East End musical for the Half Moon

Following the success of *Pai Jooey*, the new Half Moon in Alle Street, E1, will present *Dreamer*, a musical commissioned from East End writer Bill Colvill and composer Mel Robinson, from October 31-November 28.

It will be directed by Roger Smith, designed by Martin Sutherland, choreographed by Jo Jolly. The cast is Tommy Godfrey, James Marcus, Jamilla Massey, Gavin Mair, Ruth Sheen, Kim Tayforth and Lee Walker.

La Belle Helene

BY RONALD CRICHTON

No doubt the full flavour of the music and this satire in Offenbach's big, pre-1870 operetta can only be caught in a small theatre where the ghost of a wink and the hint of a raised eyebrow can be as devastating as the sudden plunge from mock-serious recitative into hilarious dance tempo. The pieces however are so strong that the temptation to present them on a larger, financially more rewarding scale will never be resisted. Offenbach did not resist it himself. After the disasters of the Franco-Prussian War and the Commune a wider public than his old one wanted to share the still recent but already legendary glories. He was perfectly willing to help them.

When John Copley's production of *La Belle Helene* for the English National Opera (revived at the Coliseum on Thursday) was new some were offended by the updating and the broad style of playing. Time or Mr. Copley (probably both) have toned things down. The Brain of Sparta contest and the Goose-Game are still the least likeable part of the show, as they are of the original libretto, but the fun on Thursday was under control. Individuals—the Agamemnon of Geoffrey Chard, the Menelaus of Edward Byles, the now much funnier assiduous Ajaxes of Alan Woodrow and Roger Ashton-Griffiths, are more sharply drawn. As the usual Calcas Eric Shilling once again has the time of his life, but he makes the old wretch too English-affable.

Poised serenely above them all is the Helen of Anne Howells. She looks as delicious as ever in Bruno Santini's becoming costumes, she can phrase with hands and arms as expressively as she can with her voice. Her timing and her inflections are impeccable. She can pout and mock and remain regal. The only thing lacking is a touch of real venom for the act 3 solo when Helen's exasperation with husband Menelaus finally boils over—the production on the whole, greatly improved though it is, is short on the sense of corruption beneath the luxurious surface (too much hindsight can be applied to this aspect but the volcano feeling is there).

There is an accomplished Parisian from Geoffrey Goss, who can project soft singing in a way some tenors find hard in this theatre and whose dialogue has a splendid edge. Much of the evening's quality came from Noel Davies's unobtrusively deft handling of an orchestra in notably good shape. The audience, not encouraged overmuch to guess, greeted the work with the serious enjoyment it merits. The fact that the male-voice trio in the last act was for once not granted an automatic encore was not at all a bad sign.



Anne Howells

Lone Star . . . BY MICHAEL COVENEY

This double bill at the Bush Theatre marks the debut of another gifted young American playwright, James McLure, in a discovery of the Actors Theatre of Louisville. *Lone Star* and *Private Wars* originated there last year before travelling to Broadway. Although strongly differentiated in terms of mood and style, both pieces are written for three characters and deal with a castration complex in a macho society. First, in *Lone Star*, we are out the back of a Texas bar where Roy, a Viet Nam veteran, pulls rank over his kid brother and celebrates his return to the life he knows. There are cans of Lone Star beer, popcorn and Baby Ruth chocolate bars to consume. The sky, in Grant Hick's design,

is a sea of stars without stripes. Roy, played with wonderful James Dean cool by David Hayman, is the idol not only of his brother, but also of his pathetic sister. Between them, these two have completed a tear Roy's world apart. The brother has slept with Roy's wife; Cletis has wrapped Roy's 1959 pink Thunderbird around a local tree. This gives no account of the hilarious unravelling process in the dialogue, the sense of large issues being quietly discussed in an insignificant back yard. Finally, Roy consoles himself that things could be worse. He could be in Oklahoma.

After the interval, the stripes slip amongst the stars as the scene shifts to a veterans' hospital. The floor is red and white, three Venetian blinds surround a small area where one patient

Roberto Szidon

BY MAX LOPPERT

The Brazilian pianist is perhaps best known in this country for the valuable records he has made of MacDowell, Liszt, Scriabin, and Villa-Lobos. Thursday's Elizabeth Hall recital certainly confirmed the impression formed thereby: Mr. Szidon is a player of remarkable physical authority, of strength, speed, agility, and stamina. In the Chopin B minor Sonata, with which he began, scales rose from the bass and double octaves swelled up and down the keyboard without the least hint of strain or banging; there always seemed power to spare. Throughout the concert, but above all in a Latin second half, in which repeated notes and chords were demanded by the truckload, one sensed an entirely natural and easy command of the instrument which is itself a reward to encounter.

The impression was by no means, always equally strong of a cogent, sensitive musical personality directing or moulding the brilliant technique. Though the Chopin sonata purged off effortlessly, one sensed a touch of the mechanical in many of the interpretative decisions in operation. In particular, the first movement was apt to slow dreamily down and then speed energetically up without convincing the listener that any specially alive poetic sensibility, any strong response to Chopin,

The Falls of Clyde BY ANDREW CLEMENTS

The premiere of a work for two pianos by Edward Cowie was first promised in a recital given by Anthony Lindsay and Simon Young at the Wigmore Hall in June. The performance postponed then took place on Thursday evening last at St. John's, Smith Square, or rather half of it did, for Lindsay and Young played only the first movement of *The Falls of Clyde*. For the remaining movement we must now wait until the spring.

In this case half a premiere was almost worse than no premiere at all, for the essence of the piece lies in its complementary pair of movements. The title refers to Turner's two paintings of the same name, one a topographical watercolour, the second, painted thirty years later, a reworking of the same subject as an abstract essay in

**F.T. CROSSWORD PUZZLE No. 4391**  
A prize of £10 will be given to each of the senders of the first three correct solutions opened. Solutions must be received by next Thursday, marked Crossword in the top left-hand corner of the envelope, and addressed to the Financial Times, 10 Cannon Street, London, EC4A 3DF. Winners and solution will be given next Saturday.

1 More than enough to make a rabbit jump (9)  
2 Fruit on front of barrow? Precisely! (5)  
3 A branch to strike you and me (5)  
4 Deceive with fish in dripping (9)  
5 Repeat mechanically before schoolmaster "Glory-pear" (6-4)  
6 Hooded non-woven fabric (4)  
7 Diplomat in pain after a race (7)  
8 Careful examination of salt from South American country (7)  
9 Consisting of a covenant to make free (7)  
10 The most direct route for a hasty person to cover inside (7)  
11 Company accountant in narcotic producing plant (4)  
12 Less than 60 minutes after midnight (5-6)  
13 Engage the French way—putting fat between lean (9)  
14 Employment making us get older (5)  
15 Specialised skill we bear? Not at all (5)  
16 Like a covering that makes sheep mad (9)

1 Small number on board could be distinguished (7)  
2 Large-scale war-time measures to produce peel (7)  
3 Spear fish (4)  
4 Join a group of soldiers before start of exercises (5)  
5 Get a label designed for a trifle (9)  
6 Vigorous call at hingo wherein there should be lots of life (10)  
7 Love a disease (9)  
8 Alcoholic liquor for exciting action (9)  
9 Thrash young animal on a street (7)  
10 Person of obstinate courage with papal edict to follow (7)  
11 Trap felt on church (5)  
12 Be bombastic—it's dandy (5)  
13 Tie to take at random from a number (4)  
14 Solution to Puzzle No. 4390

**TV/Radio**

**BBC 1**  
+ Indicates programme in Black and white  
9.05 am Battle of the Planets.  
9.30 Multi-Coloured Swap Shop.  
12.27 pm Weather.  
12.30 Grandstand: Football Focus (12.35); 1980 Trampoline World Championships from Brig., Switzerland (1.5); Racing from Chesham (1.20, 1.50, 2.20, 2.50); World Sports - Acrobatics Championships from Poznan, Poland (1.40); Crown Green Bowls from Waterloo Hotel, Blackpool (2.10, 3.10, 4.15); Prix de l'Arc de Triomphe Preview, report from Paris (2.40); Rugby League: The Lancashire Cup Final: Warrington v Wigan (3.35); 4.40 Final Score.  
5.10 The Dukes of Hazzard.  
6.10 Sport/Regional News.  
6.15 Doctor Who.  
6.40 Larry Grayson's Generations Game.  
7.35 Juliet Bravo.  
8.25 The Paul Daniels Magic Show.  
9.05 News and Sport.  
9.20 The Saturday Film: "Play Dirty" starring Michael Caine.  
11.15 Parkinson.  
11.20 Regional programmes as BBC1 except as follows:  
BBC Cymru/Wales—5.50-9.30 am Crackerjack; 6.10-6.15 pm Sports News Wales; 12.15 am News and Weather for Wales.  
Scotland—6.55-9.10 pm Scoreboard; 6.10-6.15 pm News and Weather for Northern Ireland.  
England—6.10-6.16 pm (South-West only) Saturday Spotlight.  
**BBC 2**  
7.40 am-1.30 pm Open University.  
2.55 The Sky at Night.  
3.15 Saturday Cinema: (1) "Rock Around the Clock" starring Bill Haley and his Comets.  
4.30 Adventure Game.  
5.10 Saturday Cinema: (2) "Jailhouse Rock" starring Elvis Presley.  
6.45 Making "The Shining".  
7.20 News and Sport.  
7.25 The Thursday Accused.  
8.20 Long Distance Information by Neville Smith.  
10.20 Macdonald's America.  
10.40 Jack High.  
11.10 News at 11.  
11.15 "Heroes of Rock 'N' Roll".  
BBC2 Northern Ireland only—2.30-2.55 pm Tomorrow's World.  
**LONDON**  
8.35 am Sesame Street. 9.35

**ITV**  
8.10 am News.  
8.15 am News.  
8.20 am News.  
8.25 am News.  
8.30 am News.  
8.35 am News.  
8.40 am News.  
8.45 am News.  
8.50 am News.  
8.55 am News.  
9.00 am News.  
9.05 am News.  
9.10 am News.  
9.15 am News.  
9.20 am News.  
9.25 am News.  
9.30 am News.  
9.35 am News.  
9.40 am News.  
9.45 am News.  
9.50 am News.  
9.55 am News.  
10.00 am News.  
10.05 am News.  
10.10 am News.  
10.15 am News.  
10.20 am News.  
10.25 am News.  
10.30 am News.  
10.35 am News.  
10.40 am News.  
10.45 am News.  
10.50 am News.  
10.55 am News.  
11.00 am News.  
11.05 am News.  
11.10 am News.  
11.15 am News.  
11.20 am News.  
11.25 am News.  
11.30 am News.  
11.35 am News.  
11.40 am News.  
11.45 am News.  
11.50 am News.  
11.55 am News.  
12.00 am News.  
12.05 am News.  
12.10 am News.  
12.15 am News.  
12.20 am News.  
12.25 am News.  
12.30 am News.  
12.35 am News.  
12.40 am News.  
12.45 am News.  
12.50 am News.  
12.55 am News.  
1.00 am News.  
1.05 am News.  
1.10 am News.  
1.15 am News.  
1.20 am News.  
1.25 am News.  
1.30 am News.  
1.35 am News.  
1.40 am News.  
1.45 am News.  
1.50 am News.  
1.55 am News.  
2.00 am News.  
2.05 am News.  
2.10 am News.  
2.15 am News.  
2.20 am News.  
2.25 am News.  
2.30 am News.  
2.35 am News.  
2.40 am News.  
2.45 am News.  
2.50 am News.  
2.55 am News.  
3.00 am News.  
3.05 am News.  
3.10 am News.  
3.15 am News.  
3.20 am News.  
3.25 am News.  
3.30 am News.  
3.35 am News.  
3.40 am News.  
3.45 am News.  
3.50 am News.  
3.55 am News.  
4.00 am News.  
4.05 am News.  
4.10 am News.  
4.15 am News.  
4.20 am News.  
4.25 am News.  
4.30 am News.  
4.35 am News.  
4.40 am News.  
4.45 am News.  
4.50 am News.  
4.55 am News.  
5.00 am News.  
5.05 am News.  
5.10 am News.  
5.15 am News.  
5.20 am News.  
5.25 am News.  
5.30 am News.  
5.35 am News.  
5.40 am News.  
5.45 am News.  
5.50 am News.  
5.55 am News.  
6.00 am News.  
6.05 am News.  
6.10 am News.  
6.15 am News.  
6.20 am News.  
6.25 am News.  
6.30 am News.  
6.35 am News.  
6.40 am News.  
6.45 am News.  
6.50 am News.  
6.55 am News.  
7.00 am News.  
7.05 am News.  
7.10 am News.  
7.15 am News.  
7.20 am News.  
7.25 am News.  
7.30 am News.  
7.35 am News.  
7.40 am News.  
7.45 am News.  
7.50 am News.  
7.55 am News.  
8.00 am News.  
8.05 am News.  
8.10 am News.  
8.15 am News.  
8.20 am News.  
8.25 am News.  
8.30 am News.  
8.35 am News.  
8.40 am News.  
8.45 am News.  
8.50 am News.  
8.55 am News.  
9.00 am News.  
9.05 am News.  
9.10 am News.  
9.15 am News.  
9.20 am News.  
9.25 am News.  
9.30 am News.  
9.35 am News.  
9.40 am News.  
9.45 am News.  
9.50 am News.  
9.55 am News.  
10.00 am News.  
10.05 am News.  
10.10 am News.  
10.15 am News.  
10.20 am News.  
10.25 am News.  
10.30 am News.  
10.35 am News.  
10.40 am News.  
10.45 am News.  
10.50 am News.  
10.55 am News.  
11.00 am News.  
11.05 am News.  
11.10 am News.  
11.15 am News.  
11.20 am News.  
11.25 am News.  
11.30 am News.  
11.35 am News.  
11.40 am News.  
11.45 am News.  
11.50 am News.  
11.55 am News.  
12.00 am News.  
12.05 am News.  
12.10 am News.  
12.15 am News.  
12.20 am News.  
12.25 am News.  
12.30 am News.  
12.35 am News.  
12.40 am News.  
12.45 am News.  
12.50 am News.  
12.55 am News.  
1.00 am News.  
1.05 am News.  
1.10 am News.  
1.15 am News.  
1.20 am News.  
1.25 am News.  
1.30 am News.  
1.35 am News.  
1.40 am News.  
1.45 am News.  
1.50 am News.  
1.55 am News.  
2.00 am News.  
2.05 am News.  
2.10 am News.  
2.15 am News.  
2.20 am News.  
2.25 am News.  
2.30 am News.  
2.35 am News.  
2.40 am News.  
2.45 am News.  
2.50 am News.  
2.55 am News.  
3.00 am News.  
3.05 am News.  
3.10 am News.  
3.15 am News.  
3.20 am News.  
3.25 am News.  
3.30 am News.  
3.35 am News.  
3.40 am News.  
3.45 am News.  
3.50 am News.  
3.55 am News.  
4.00 am News.  
4.05 am News.  
4.10 am News.  
4.15 am News.  
4.20 am News.  
4.25 am News.  
4.30 am News.  
4.35 am News.  
4.40 am News.  
4.45 am News.  
4.50 am News.  
4.55 am News.  
5.00 am News.  
5.05 am News.  
5.10 am News.  
5.15 am News.  
5.20 am News.  
5.25 am News.  
5.30 am News.  
5.35 am News.  
5.40 am News.  
5.45 am News.  
5.50 am News.  
5.55 am News.  
6.00 am News.  
6.05 am News.  
6.10 am News.  
6.15 am News.  
6.20 am News.  
6.25 am News.  
6.30 am News.  
6.35 am News.  
6.40 am News.  
6.45 am News.  
6.50 am News.  
6.55 am News.  
7.00 am News.  
7.05 am News.  
7.10 am News.  
7.15 am News.  
7.20 am News.  
7.25 am News.  
7.30 am News.  
7.35 am News.  
7.40 am News.  
7.45 am News.  
7.50 am News.  
7.55 am News.  
8.00 am News.  
8.05 am News.  
8.10 am News.  
8.15 am News.  
8.20 am News.  
8.25 am News.  
8.30 am News.  
8.35 am News.  
8.40 am News.  
8.45 am News.  
8.50 am News.  
8.55 am News.  
9.00 am News.  
9.05 am News.  
9.10 am News.  
9.15 am News.  
9.20 am News.  
9.25 am News.  
9.30 am News.  
9.35 am News.  
9.40 am News.  
9.45 am News.  
9.50 am News.  
9.55 am News.  
10.00 am News.  
10.05 am News.  
10.10 am News.  
10.15 am News.  
10.20 am News.  
10.25 am News.  
10.30 am News.  
10.35 am News.  
10.40 am News.  
10.45 am News.  
10.50 am News.  
10.55 am News.  
11.00 am News.  
11.05 am News.  
11.10 am News.  
11.15 am News.  
11.20 am News.  
11.25 am News.  
11.30 am News.  
11.35 am News.  
11.40 am News.  
11.45 am News.  
11.50 am News.  
11.55 am News.  
12.00 am News.  
12.05 am News.  
12.10 am News.  
12.15 am News.  
12.20 am News.  
12.25 am News.  
12.30 am News.  
12.35 am News.  
12.40 am News.  
12.45 am News.  
12.50 am News.  
12.55 am News.  
1.00 am News.  
1.05 am News.  
1.10 am News.  
1.15 am News.  
1.20 am News.  
1.25 am News.  
1.30 am News.  
1.35 am News.  
1.40 am News.  
1.45 am News.  
1.50 am News.  
1.55 am News.  
2.00 am News.  
2.05 am News.  
2.10 am News.  
2.15 am News.  
2.20 am News.  
2.25 am News.  
2.30 am News.  
2.35 am News.  
2.40 am News.  
2.45 am News.  
2.50 am News.  
2.55 am News.  
3.00 am News.  
3.05 am News.  
3.10 am News.  
3.15 am News.  
3.20 am News.  
3.25 am News.  
3.30 am News.  
3.35 am News.  
3.40 am News.  
3.45 am News.  
3.50 am News.  
3.55 am News.  
4.00 am News.  
4.05 am News.  
4.10 am News.  
4.15 am News.  
4.20 am News.  
4.25 am News.  
4.30 am News.  
4.35 am News.  
4.40 am News.  
4.45 am News.  
4.50 am News.  
4.55 am News.  
5.00 am News.  
5.05 am News.  
5.10 am News.  
5.15 am News.  
5.20 am News.  
5.25 am News.  
5.30 am News.  
5.35 am News.  
5.40 am News.  
5.45 am News.  
5.50 am News.  
5.55 am News.  
6.00 am News.  
6.05 am News.  
6.10 am News.  
6.15 am News.  
6.20 am News.  
6.25 am News.  
6.30 am News.  
6.35 am News.  
6.40 am News.  
6.45 am News.  
6.50 am News.  
6.55 am News.  
7.00 am News.  
7.05 am News.  
7.10 am News.  
7.15 am News.  
7.20 am News.  
7.25 am News.  
7.30 am News.  
7.35 am News.  
7.40 am News.  
7.45 am News.  
7.50 am News.  
7.55 am News.  
8.00 am News.  
8.05 am News.  
8.10 am News.  
8.15 am News.  
8.20 am News.  
8.25 am News.  
8.30 am News.  
8.35 am News.  
8.40 am News.  
8.45 am News.  
8.50 am News.  
8.55 am News.  
9.00 am News.  
9.05 am News.  
9.10 am News.  
9.15 am News.  
9.20 am News.  
9.25 am News.  
9.30 am News.  
9.35 am News.  
9.40 am News.  
9.45 am News.  
9.50 am News.  
9.55 am News.  
10.00 am News.  
10.05 am News.  
10.10 am News.  
10.15 am News.  
10.20 am News.  
10.25 am News.  
10.30 am News.  
10.35 am News.  
10.40 am News.  
10.45 am News.  
10.50 am News.  
10.55 am News.  
11.00 am News.  
11.05 am News.  
11.10 am News.  
11.15 am News.  
11.20 am News.  
11.25 am News.  
11.30 am News.  
11.35 am News.  
11.40 am News.  
11.45 am News.  
11.50 am News.  
11.55 am News.  
12.00 am News.  
12.05 am News.  
12.10 am News.  
12.15 am News.  
12.20 am News.  
12.25 am News.  
12.30 am News.  
12.35 am News.  
12.40 am News.  
12.45 am News.  
12.50 am News.  
12.55 am News.  
1.00 am News.  
1.05 am News.  
1.10 am News.  
1.15 am News.  
1.20 am News.  
1.25 am News.  
1.30 am News.  
1.35 am News.  
1.40 am News.  
1.45 am News.  
1.50 am News.  
1.55 am News.  
2.00 am News.  
2.05 am News.  
2.10 am News.  
2.15 am News.  
2.20 am News.  
2.25 am News.  
2.30 am News.  
2.35 am News.  
2.40 am News.  
2.45 am News.  
2.50 am News.  
2.55 am News.  
3.00 am News.  
3.05 am News.  
3.10 am News.  
3.15 am News.  
3.20 am News.  
3.25 am News.  
3.30 am News.  
3.35 am News.  
3.40 am News.  
3.45 am News.  
3.50 am News.  
3.55 am News.  
4.00 am News.  
4.05 am News.  
4.10 am News.  
4.15 am News.  
4.20 am News.  
4.25 am News.  
4.30 am News.  
4.35 am News.  
4.40 am News.  
4.45 am News.  
4.50 am News.  
4.55 am News.  
5.00 am News.  
5.05 am News.  
5.10 am News.  
5.15 am News.  
5.20 am News.  
5.25 am News.  
5.30 am News.  
5.35 am News.  
5.40 am News.  
5.45 am News.  
5.50 am News.  
5.55 am News.  
6.00 am News.  
6.05 am News.  
6.10 am News.  
6.15 am News.  
6.20 am News.  
6.25 am News.  
6.30 am News.  
6.35 am News.  
6.40 am News.  
6.45 am News.  
6.50 am News.  
6.55 am News.  
7.00 am News.  
7.05 am News.  
7.10 am News.  
7.15 am News.  
7.20 am News.  
7.25 am News.  
7.30 am News.  
7.35 am News.  
7.40 am News.  
7.45 am News.  
7.50 am News.  
7.55 am News.  
8.00 am News.  
8.05 am News.  
8.10 am News.  
8.15 am News.  
8.20 am News.  
8.25 am News.  
8.30 am News.  
8.35 am News.  
8.40 am News.  
8.45 am News.  
8.50 am News.  
8.55 am News.  
9.00 am News.  
9.05 am News.  
9.10 am News.  
9.15 am News.  
9.20 am News.  
9.25 am News.  
9.30 am News.  
9.35 am News.  
9.40 am News.  
9.45 am News.  
9.50 am News.  
9.55 am News.  
10.00 am News.  
10.05 am News.  
10.10 am News.  
10.15 am News.  
10.20 am News.  
10.25 am News.  
10.30 am News.  
10.35 am News.  
10.40 am News.  
10.45 am News.  
10.50 am News.  
10.55 am News.  
11.00 am News.  
11.05 am News.  
11.10 am News.  
11.15 am News.  
11.20 am News.  
11.25 am News.  
11.30 am News.  
11.35 am News.  
11.40 am News.  
11.45 am News.  
11.50 am News.  
11.55 am News.  
12.00 am News.  
12.05 am News.  
12.10 am News.  
12.15 am News.  
12.20 am News.  
12.25 am News.  
12.30 am News.  
12.35 am News.  
12.40 am News.  
12.45 am News.  
12.50 am News.  
12.55 am News.  
1.00 am News.  
1.05 am News.  
1.10 am News.  
1.15 am News.  
1.20 am News.  
1.25 am News.  
1.30 am News.  
1.35 am News.  
1.40 am News.  
1.45 am News.  
1.50 am News.  
1.55 am News.  
2.00 am News.  
2.05 am News.  
2.10 am News.  
2.15 am News.  
2.20 am News.  
2.25 am News.  
2.30 am News.  
2.35 am News.  
2.40 am News.  
2.45 am News.  
2.50 am News.  
2.55 am News.  
3.00 am News.  
3.05 am News.  
3.10 am News.  
3.15 am News.  
3.20 am News.  
3.25 am News.  
3.30 am News.  
3.35 am News.  
3.40 am News.  
3.45 am News.  
3.50 am News.  
3.55 am News.  
4.00 am News.  
4.05 am News.  
4.10 am News.  
4.15 am News.  
4.20 am News.  
4.25 am News.  
4.30 am News.  
4.35 am News.  
4.40 am News.  
4.45 am News.  
4.50 am News.  
4.55 am News.  
5.00 am News.  
5.05 am News.  
5.10 am News.  
5.15 am News.  
5.20 am News.  
5.25 am News.  
5.30 am News.  
5.35 am News.  
5.40 am News.  
5.45 am News.  
5.50 am News.  
5.55 am News.  
6.00 am News.  
6.05 am News.  
6.10 am News.  
6.15 am News.  
6.20 am News.  
6.25 am News.  
6.30 am News.  
6.35 am News.  
6.40 am News.  
6.45 am News.  
6.50 am News.  
6.55 am News.  
7.00 am News.  
7.05 am News.  
7.10 am News.  
7.15 am News.  
7.20 am News.  
7.25 am News.  
7.30 am News.  
7.35 am News.  
7.40 am News.  
7.45 am News.  
7.50 am News.  
7.55 am News.  
8.00 am News.  
8.05 am News.  
8.10 am News.  
8.15 am News.  
8.20 am News.  
8.25 am News.  
8.30 am News.  
8.35 am News.  
8.40 am News.  
8.45 am News.  
8.50 am News.  
8.55 am News.  
9.00 am News.  
9.05 am News.  
9.10 am News.  
9.15 am News.  
9.20 am News.  
9.25 am News.  
9.30 am News.  
9.35 am News.  
9.40 am News.  
9.45 am News.  
9.50 am News.  
9.55 am News.  
10.00 am News.  
10.05 am News.  
10.10 am News.  
10.15 am News.  
10.20 am News.  
10.25 am News.  
10.30 am News.  
10.35 am News.  
10.40 am News.  
10.45 am News.  
10.50 am News.  
10.55 am News.  
11.00 am News.  
11.05 am News.  
11.10 am News.  
11.15 am News.  
11.20 am News.  
11.25 am News.  
11.30 am News.  
11.35 am News.  
11.40 am News.  
11.45 am News.  
11.50 am News.  
11.55 am News.  
12.00 am News.  
12.05 am News.  
12.10 am News.  
12.15 am News.  
12.20 am News.  
12.25 am News.  
12.30 am News.  
12.35 am News.  
12.40 am News.  
12.45 am News.  
12.50 am News.  
12.55 am News.  
1.00 am News.  
1.05 am News.  
1.10 am News.  
1.15 am News.  
1.20 am News.  
1.25 am News.  
1.30 am News.  
1.35 am News.  
1.40 am News.  
1.45 am News.  
1.50 am News.  
1.55 am News.  
2.00 am News.  
2.05 am News.  
2.10 am News.  
2.15 am News.  
2.20 am News.  
2.25 am News.  
2.30 am News.  
2.35 am News.  
2.40 am News.  
2.45 am News.  
2.50 am News.  
2.55 am News.  
3.00 am News.  
3.05 am News.  
3.10 am News.  
3.15 am News.  
3.20 am News.  
3.25 am News.  
3.30 am News.  
3.35 am News.  
3.40 am News.  
3.45 am News.  
3.50 am News.  
3.55 am News.  
4.00 am News.  
4.05 am News.  
4.10 am News.  
4.15 am News.  
4.20 am News.  
4.25 am News.  
4.30 am News.  
4.35 am News.  
4.40 am News.  
4.45 am News.  
4.50 am News.  
4.55 am News.  
5.00 am News.  
5.05 am News.  
5.10 am News.  
5.15 am News.  
5.20 am News.  
5.25 am News.  
5.30 am News.  
5.35 am News.  
5.40 am News.  
5.45 am News.  
5.50 am News.  
5.55 am News.  
6.00 am News.  
6.05 am News.  
6.10 am News.  
6.15 am News.  
6.20 am News.  
6.25 am News.  
6.30 am News.  
6.35 am News.  
6.40 am News.  
6.45 am News.  
6.50 am News.  
6.55 am News.  
7.00 am News.  
7.05 am News.  
7.10 am News.  
7.15 am News.  
7.20 am News.  
7.25 am News.  
7.30 am News.  
7.35 am News.  
7.40 am News.  
7.45 am News.  
7.50 am News.  
7.55 am News.  
8.00 am News.  
8.05 am News.  
8.10 am News



## COLLECTING

## Relics of La Divine

BY JANET MARSH

ONE OF THE fascinating imponderables of history is how the great players of the past would fare if they could be brought back today. Would Rabelais or Diderot still command an audience in 1980? Would Bernhardt—whose 60-year reign as Queen of the Stage was as undisputed as Victoria's equal tenure as Queen Empress—still be La Divine?

Even in the 1890s her style struck Shaw as "hackneyed and old-fashioned", and a no less exacting American critic, Henry James, dismissed her as "an advertising genius... too American not to succeed in America" (which, spectacularly, she did).

Yet Bernhardt, you feel, was a personality who would have triumphed in any period and any walk of life (after all, she tried painting, sculpture, music and writing as well as acting).

To many, particularly in her stormy early days, Bernhardt's will must have seemed like wiliness. Few people were able to override it, from the time she was 15 and auditioning for the Conservatoire, declined to read the customary passage from the classical drama, insisting instead on reciting a fable from La Fontaine.

Her will did not always win. When a manager insisted she go on in Zaire despite acute sickness, she determined to pay him out by actually expiring

in her death scene. To her surprise she found that far from breathing her last, she had roused the audience to wild enthusiasm. She took her bows and walked off, quite recovered.

The iron will however encouraged her to walk out on theatres when she felt she was not getting proper parts or recognition or rewards; inspired her to run a hospital in the Franco-Prussian war; to make much-publicised balloon ascents in defiance of nifty managers; to run her own company for more than 40 years; to undertake killing tours across the world; and night after night to thrill her audiences with her mime and the silver voice.

On stage she was endlessly resourceful. After the stabbing in *La Tosca* she would snatch down a crucifix from the wall and lay it on her victim's breast. One night the iron had been too well fixed: all her tugging could not remove it. Turning to her victim she smiled: "Eh, poutant il ne la mérite pas!"

The will carried her triumphantly into the twentieth century. No one would deny her playing *La Tosca* or her "three Hamlets"—Shakespeare's *Hamlet*, De Musset's *L'Aiglon*—when she was well past 70. Not even the amputation of her right leg when she was 71 stopped her stage career. As she was carried into the

operating theatre, she cried cheerily to her grand-daughters, "A tout à l'heure, mes enfants, à tout à l'heure," and seemed to derive a positive exultation at the thought that her loss was shared with the millions of war wounded.

She was fiercely patriotic, and for almost 40 years after the Franco-Prussian war, refused to appear in Berlin. In London in the First World War she performed a stirring one-act play, *Du Théâtre au Champ d'Honneur*, in which, an old crippled lady, she persuaded audiences that she was a French youth dying in defence of the flag on the field of battle.

Sarah was star, individualist, eccentric; and yet she effected her own revolutions. Her intelligence and independence—in the 1890s she flaunted her unmarried motherhood and in the 1970s wore trouser suits that would be chic today—and her vague but enthusiastic Socialism undoubtedly heartened many women in what, without the Sarahs, would have been strictly a man's world.

In theatrical method she was not afraid of innovation, and was one of the first to use coloured lighting. (Since this involved stretching red gauze across the gas footlights, it brought her into conflict with the L.C.C.) Unlike many manager-stars, she insisted that every part in her productions must be well played. Years



Detail from a pastel portrait of Sarah Bernhardt by Julien.

before Dischleil—though somewhat anticipated in this country by Charles Kean—she employed painters, rather than costumers, to design her films.

Important evidence of this aspect of her work goes very briefly on show when Sotheby's sell the Bernhardt Collection formed by Ruben Torres, on October 23. Mr. Torres—a dress designer of New York and Mexico City best known for creating Lacoste sportswear—has over the years assembled an important collection of original designs for Bernhardt productions, including a remarkable group of 33 by Alphonse Mucha.

The Mucha designs include several for the short-lived *Amphitruon* and *Medee*; but above all for Sarah's great triumph in *Lorenzaccio*, her "Florentine Hamlet." (Sarah chose to abandon the final scene of Musset's play, as she preferred not to be murdered.)

Another favourite Bernhardt

designer was an M. Thomas, who is represented in the Torres sale by designs for a torrid Indian melodrama *Isaly*, and for Sardou's *Feodora* and *Gismonda*. An elaborate album for this play (Lot 201) includes samples of the rich fabrics used for the costumes and demonstrates the care taken to produce the pictorial effects of the whole stage picture.

Among designs by Marcel Mulzer is a group of 34 for an extravagant pantomime of 1907, *La Belle au Bois dormant*. Mulzer also designed *Lo Reine Elizabeth* (1912) which was a disaster on stage but more than recouped its cost when Sarah filmed it—thrilling audiences used to sketchier screen productions, with its opulence. In America the film was distributed by a Hungarian emigre, Adolphe Zukor, and the huge sums it made established the fortunes of his company, Paramount Pictures. Sarah's influence was, indeed, far-reaching.

## Holloway at ninety

BY ANTHONY CURTIS

STANLEY HOLLOWAY was 90 on Wednesday. What a fantastic innings he has had. Long before I was born Stanley was making his name with that ultimate concert party, *The Co-Optimists* billed as "a Pierrot entertainment."

They arrived to great acclaim in London in 1921 at the Royalty Theatre where Stanley beat the big drum in a sketch called "The Bandman's Daughter" with Betty Chester. Davy Burnaby, Liddle Cliff and Gilbert Childs. Stanley worked with them until 1927 by which time he was already a well-known performer.

Many of his songs were written by "Rex" Newman, including one in which Stanley had a great personal success, "The King Who Wanted Jam For Tea." You can read the words of this in a new paperback just published to celebrate the great trouper's 90th birthday. *Stanley Holloway: More Monologues and Songs* (Dorset Books/FBI Music Publishing £2.25, 77 pages) edited by Michael Marshall.

Mr. Marshall—a Tory MP whose sideline is nostalgia—did the research for the recent Radio 2 biography of Stanley narrated by Arthur Askey, and he edited a previous book last year which brought together all of Stanley's celebrated mono-

## ALOUETTE

(The Skylark)

A French Canadian Song

Sung by

STANLEY HOLLOWAY AND COMPANY

AT THE PRINCE OF WALES THEATRE



logues concerning Sam, the musket-dropper, Albert, and other individualistic disturbers of the peace. This volume, with an LP of Stanley's *There's Life in the Old Dog Yet*, proved so popular that Mr. Marshall was prompted to cast his net as wide as possible and produce a more catholic selection of texts used by Stanley.

The haul contains some curious asb. It takes in everything from musical comedy to nonsense poetry, and it stretches chronologically from the macabre Victorian ballad "My Lord Tomnoddy" (where the joke turns on a public hanging) to wartime Britain with such numbers as *Corcoran's Tolk* by Graham John. Stanley performed this comic propaganda exercise with Leslie Henson, underneath a Fougasse poster of Hitler disguised as a judge.

The words were spoken by a couple of swells who were clearly modelled on the Western Brothers, but contained jokes like: "A soldier stumbled in a train, I said, 'Pick up the musket, Sam.' 'And Berlin ran with joyful sounds, 'Ze British heil laid down their arms'."

It is interesting to discover how much of Stanley's early work was taken over from other performers who worked the halls before World War I. Here are pieces like "The Ole in the Rue" a typical Cockney monologue written in 1910 by Charles J. Winter for the actor Bransby Williams, whom Stanley had observed when he was a boy.

Here, too, are numbers originally performed by Ernest Hastings, a bald-headed Yorkshire shire entertainer with a pince-nez who accompanied himself at the piano, and from whom Stanley clearly learned a great deal. Two of Hastings' humorous songs, "And Yet Don't Know" (about a parson overcome by creeping singleness when buying a wedding present), and "My word you do look queer!" were both incorporated into the early Holloways repertoire and lost nothing of their grim North country realism in the process.

Stanley was not always cast in character parts. After the Co-Optimists he extended his career to musical comedy and starred with Ivy Tremand in *Hit the Deck* as the sailor-boy hero singing such romantic numbers as "Fancy Me Just Meeting You" and "Sometimes I'm Happy" by the composer No. No. Nonette. These were happily preserved on the World Record Club LP (SH 176).

Mr. Marshall prints the two Doltie songs from *My Fohel Lady* and also some of the non-sense verse of Edward Lear and ballads of W. S. Gilbert which Stanley has been recording since 1960. It is a slightly surprising he did not go the whole hog and include the grave-digger's scene from *Hamlet* just for the sake of completeness.

This cheerfully nostalgic paperback is surely overpriced for only 77 pages, but wiv a little bit of luck you won't need to buy but will be able to borrow it from your local library.

## CHESS

LEONARD BARDEN

Manchester's Benedictine tournament, the most important British international outside London and the South-East, registered a fresh advance this year in both strength and status. Competitors included two grandmasters, 17 international masters, and came from 21 nations.

## BRIDGE

E. P. C. COTTER

In his new book, "Bridge—The Elements of Play" published by Robert Hale at £4.95, G. C. H. Fox has, as the title implies, catered mainly for the beginner and average player. He knows the mistakes such players are likely to make, and shows by instructive examples how to avoid them.

Let us start with this no trump game:

N  
♠ Q 6  
♥ 5 3  
♦ Q J 7 6 3  
♣ 5 2

E  
♠ K J 10 4  
♥ J 10 7  
♦ 10 5  
♣ A J 7 6 3

W  
♠ 8 5 2  
♥ K 9 4  
♦ 10 5  
♣ A J 7 6 3

S  
♠ A 9 7 3  
♥ A Q 6 2  
♦ A K  
♣ K 10 9

The two GMs, John Nunn and Gula Sax, justified their reputations by sharing first prize. Nunn was awarded the trophy on a narrow tie-break margin. Leading scores were Nunn (England) and Sax (Hungary) 7 out of 8; Lederman (Israel) 6; Andreasson (Sweden), Davies (England), Fuller (Australia), Morris (U.S.) and Zilber (Israel) 6.

Nunn thus confirmed his joint first place in the British Championship in August with another excellent result. He began 1980 by winning at Hastings and beating Polugaevsky of the USSR in the

With both sides vulnerable South deals and bids two no trumps, and North's raise to three no trumps concludes the auction.

West leads the club six, dummy plays the two and East the eight. "This," says Fox, "appears a lucky lead for you, and if you have not taken a good look at dummy, it is likely that you have taken the trick with the nine." The fact that South has no low diamond creates entry problems. How is he to enter dummy? If he cashes the two top diamonds and continues with the club King, West will withhold his Ace to prevent the Queen from giving South access to the table. A spade to the Queen will not work, because East holds the King.

The declarer must nimbly win the lead with his King. If West has led his fourth best, the Rule of Eleven shows that East's eight was his highest club. There is, therefore, no risk involved in winning with the King. After cashing Ace, King of diamonds, South leads a club and forces his way into dummy. The ten-

European team championship; while his all-round advance was checked only at the Phillips and Drew Kings.

Like Lloyds Bank a few weeks previously, the Benedictine featured some promising performances by younger English players of whom Martin, aged 23, and Davies, 20, achieved international title results. The summer circuit, starting with the Robert Silk and National Bank of Dubai events and continuing with the Grieverson Grant British Championship, has done wonders this year in bringing on fresh talent. But apart from the Hastings

Challenger, whose development compared with the Premier has been neglected, and a small event at Ramsgate, our young players now have to wait till next summer for similar opportunities to meet first-class overseas opposition here. The great need is for a tournament at Easter to fill the gap.

One of Sax's wins at Manchester illustrated the practical value of clear-cut opening systems aimed at direct attack. His formation was one of Bobby Fischer's favourites, and White's overall plan—pawn wedge at K5, support it with pieces, advance the KRP and

identically to three.

West led the five of spades, preferring the fourth best lead to the top of his sequence. This was a good choice, because it lured South into foisting dummy's nine. East won with his King, and seeing no future in the spade suit switched to the ten of hearts, which was absolutely correct. A low heart allows South to play low and get out of trouble. As it was, the declarer could not avoid the loss of three heart tricks in addition to a spade and a diamond.

If the declarer had taken the trouble to count his trick tricks—two major suit Aces and three clubs—he would have seen that four easily establishable diamond tricks would have been enough for his contract. If he takes the opening lead with dummy's Ace of spades, and plays on diamonds, nothing can prevent him from collecting nine tricks.

In an average game the declarer would get away with his mistake, because an average East would not find the return of the heart ten, and so no one learns anything.

manoeuvre the QN to the king's side attack — is easy to remember and apply, less simple to defend.

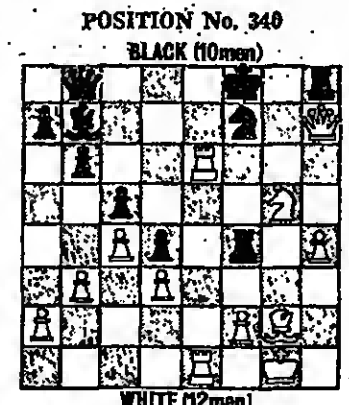
White: G Sax (Hungary). Black: V Ravikumar (India). Opening: King's Indian Attack (Manchester Benedictine 1980).

1 P-K4, P-R3; 2 P-Q3, P-Q4; 3 N-Q2, N-KB3; 4 KN-E3, B-K2; 5 P-KN3, P-B4; 6 B-N2, N-B3; 7 O-O, P-QN3 (more flexible is 0-0 with an early P-QN4); 8 R-K1, B-N2; 9 P-QR3 (a finesse to discourage Black from ideas of long castling, 0-0, P-K3; N-Q2; 11 N-B1, Q-B2 (P-QN4 is still preferable, leaving the Q on Q1 to help defend the K-side dark squares); 12 B-B4, KR-K1; 13 P-KR4, N-B1; 14 P-R5, P-QN4 (now White's attack on the other side is too far advanced for this counter to be effective); 15 N-K3, P-R4; 16 N-N4, QR-B1; 17 N-B6 ch! (thematic, almost routine for such positions. If

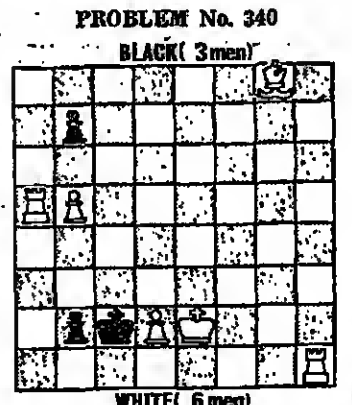
Black declines by K-R1 then 18 N-N5! PxN; 19 P-P3, B-Q3; 19 BxB, QxB; 20 Q-Q2, N-N3; 21 P-B4, B-P3; 22 Q-R6, Q-B1; 23 Q-N4, P-R3; 24 B-R3, N-Q1; 25 N-K5.

Though material is level and Black is not immediately mated, the game is strategically won and lost. The mighty passed KRP, the commanding knight outpost, the chance to attack Black's weakened king defenses, and the absence of counterplay make the rest easy for White.

25 ... P-N4; 26 Q-B3, R-B2; 27 Q-R5, P-Q5; 28 P-KR4, PxP; 29 PxP, KR-B2; 30 Q-N6 ch, KR-1; 31 KR-2, N-B2; 32 R-KN1, P-B5; 33 QN7 ch, QxQ; 34 R-Q4, NxN (otherwise N-N6 mates); 35 RxB, N-B6 ch; 36 K-N3, B-Q4; 37 P-B7, R-KB1; 38 B-N4, Resigns. A model game to follow for club players who like the King's Indian Attack.



Position No. 340  
BLACK (10 men)  
WHITE (12 men)  
Hartoch v. Berg, Lloyds Bank 1980. White (to move) is two pawns up, but Black's frail position still seems to hang together and he plans counterplay down the KR file. How should White continue?



Problem No. 340  
BLACK (3 men)  
WHITE (6 men)  
White mates in three moves, against any defence (by H. Jansen).  
Solution Page 14

## ENTERTAINMENT GUIDE

**THEATRES**

ALMA OF THE TOWN, 01-734 5051. AIR CONDITIONED. CRUISE CAROL LONDON'S GREATEST NIGHT. 8.30. Superb revue with 100 stars. 11.15. TONY MONOPOLY.

THEATRE ROYAL, Drury Lane, 838 6108. 11.15. SWINNEY. 12.30. SWINNEY. 1.30. SWINNEY. 2.30. SWINNEY. 3.30. SWINNEY. 4.30. SWINNEY. 5.30. SWINNEY. 6.30. SWINNEY. 7.30. SWINNEY. 8.30. SWINNEY. 9.30. SWINNEY. 10.30. SWINNEY. 11.30. SWINNEY. 12.30. SWINNEY.

VAUGHAN, 01-636 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

VALUABLE THEATRE, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

VICTORIA, 01-438 4754. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WANDSWORTH, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WESTMINSTER THEATRE, 01-834 0283. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WESTMINSTER, 01-834 0283. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WHITFIELD THEATRE, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WINDMILL, 01-437 6312. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WYNDHAM'S, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

YOUNG VIC, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

**CINEMAS**

ALMA OF THE TOWN, 01-734 5051. AIR CONDITIONED. CRUISE CAROL LONDON'S GREATEST NIGHT. 8.30. Superb revue with 100 stars. 11.15. TONY MONOPOLY.

THEATRE ROYAL, Drury Lane, 838 6108. 11.15. SWINNEY. 12.30. SWINNEY. 1.30. SWINNEY. 2.30. SWINNEY. 3.30. SWINNEY. 4.30. SWINNEY. 5.30. SWINNEY. 6.30. SWINNEY. 7.30. SWINNEY. 8.30. SWINNEY. 9.30. SWINNEY. 10.30. SWINNEY. 11.30. SWINNEY. 12.30. SWINNEY.

VAUGHAN, 01-636 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

VALUABLE THEATRE, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

VICTORIA, 01-438 4754. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WANDSWORTH, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WESTMINSTER THEATRE, 01-834 0283. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WESTMINSTER, 01-834 0283. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WHITFIELD THEATRE, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WINDMILL, 01-437 6312. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WYNDHAM'S, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

YOUNG VIC, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

**CLUBS**

ALMA OF THE TOWN, 01-734 5051. AIR CONDITIONED. CRUISE CAROL LONDON'S GREATEST NIGHT. 8.30. Superb revue with 100 stars. 11.15. TONY MONOPOLY.

THEATRE ROYAL, Drury Lane, 838 6108. 11.15. SWINNEY. 12.30. SWINNEY. 1.30. SWINNEY. 2.30. SWINNEY. 3.30. SWINNEY. 4.30. SWINNEY. 5.30. SWINNEY. 6.30. SWINNEY. 7.30. SWINNEY. 8.30. SWINNEY. 9.30. SWINNEY. 10.30. SWINNEY. 11.30. SWINNEY. 12.30. SWINNEY.

VAUGHAN, 01-636 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

VALUABLE THEATRE, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

VICTORIA, 01-438 4754. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WANDSWORTH, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WESTMINSTER THEATRE, 01-834 0283. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WESTMINSTER, 01-834 0283. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WHITFIELD THEATRE, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WINDMILL, 01-437 6312. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WYNDHAM'S, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

YOUNG VIC, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

**ART GALLERIES**

ALMA OF THE TOWN, 01-734 5051. AIR CONDITIONED. CRUISE CAROL LONDON'S GREATEST NIGHT. 8.30. Superb revue with 100 stars. 11.15. TONY MONOPOLY.

THEATRE ROYAL, Drury Lane, 838 6108. 11.15. SWINNEY. 12.30. SWINNEY. 1.30. SWINNEY. 2.30. SWINNEY. 3.30. SWINNEY. 4.30. SWINNEY. 5.30. SWINNEY. 6.30. SWINNEY. 7.30. SWINNEY. 8.30. SWINNEY. 9.30. SWINNEY. 10.30. SWINNEY. 11.30. SWINNEY. 12.30. SWINNEY.

VAUGHAN, 01-636 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

VALUABLE THEATRE, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

VICTORIA, 01-438 4754. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WANDSWORTH, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WESTMINSTER THEATRE, 01-834 0283. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WESTMINSTER, 01-834 0283. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WHITFIELD THEATRE, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WINDMILL, 01-437 6312. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

WYNDHAM'S, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

YOUNG VIC, 01-836 9988. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN. 2.30. VAUGHAN. 4.30. VAUGHAN. 6.30. VAUGHAN. 8.30. VAUGHAN. 10.30. VAUGHAN. 12.30. VAUGHAN.

**Christie's**  
Experience & Expertise  
No. 430

Ever since tobacco was brought into this country, men have been devising the most suitable medium through which to smoke it. Pundits maintain that one of the most satisfying is the soft stone known as meerschaum; in addition to providing a natural pipe base for a cool and satisfying smoke, the soft but flexible material lends itself ideally to the carver's art. From the early 19th century the art of carving meerschaum pipes flourished to the degree that many of the pipes produced became works of art rather than smoking vessels; every conceivable subject was tried from military and political through to semi-pornographic subjects. Undoubtedly, many of the finer and more elaborate pipes were never intended as anything more than a tribute to the master carver's art.

On October 14, Christie's South Kensington will be selling a private collection of approximately 90 meerschaum pipes, formed entirely of practical specimens that have been, or could have been, smoked. Nevertheless, the range and elaboration of the carved subjects provides a fitting tribute to the skills of the carver in this increasingly popular collectors' field.

For further information on this sale or future sales, please contact Paul Barthand at Christie's South Kensington, 85 Old Brompton Road, London, SW7. Tel: (01) 581 2231.

**Christie's Fine Art Auctioneers since 1766.**  
8 King Street, St. James's, London SW1X 6GT  
Tel: 01-839 9060 Telex: 916429 Cables: Christie, London SW1

**SPECIAL OFFER OF 1966 CHATEAU BOTTLED CLARETS**

Price per dozen bottles at VAT



## FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4A 3DF

Telegrams: Finamtime, London F84. Telex: 3354871

Telephone: 01-246 8000

Saturday October 4 1980

## A season of infighting

IT MIGHT be thought that in a world beset with threatening problems, the main drama would be concerned with attempts to solve them; but this summer, it has been different. Whether one looks to the Middle East and the intransigence of Mr. Begin, or to the financial world and the problems of OPEC surpluses and the corresponding deficits, or to our domestic problems, there has been infighting, sometimes of a rather unedifying kind, rather than any attack on the problems themselves.

## Results

The crudity of much of the argument—whether the instant attempt to win Arab leadership by military force, or the almost equally crude verbal exchanges in the U.S. elections and at Blackpool—is interesting in itself. It is probably what psychologists would recognise as a normal reaction of frustration at the intractable nature of the central problems. Nobody knows what to do about Israel or OPEC or stagflation, and the Labour Party certainly does not know what to offer as an alternative to Mrs. Thatcher's policies. The junior manager humiliated by his boss goes home and quarrels with the children or kicks the cat. Statesmen and officials attack each other.

Nothing very helpful results from most of these exchanges; the bogged down war in the Middle East is like a military illustration of the state of the Labour Party—or even, with a little stretching, of the relations between developing and developed countries after a largely unhelpful annual meeting of the International Monetary Fund. However, there is one less publicised piece of infighting which may well produce important results.

Ever since the July money supply figures were published, there has been loud argument how much it matters. The about what went wrong and public arguments between the adherents of rival monetary schools has been mirrored by some fairly heated arguments inside the official machine. Part has been concerned with who was to blame, a sterile question; but there has also been some significant forward movement.

First, it now seems clear that the complacency about existing methods expressed by the Treasury-Bank of England Green Paper on monetary control has evaporated; and in the more fluid atmosphere of the Prime Minister has been taking a very direct interest in the next steps. She has called for full technical briefings, and invited some of the international experts who came for the supposedly final stages of the Green Paper debate to a meeting at Downing Street and she has now appointed Professor Alan Walters, a deeply convinced monetarist, as her

personal economic adviser. What will result technically from the present policy review is hard to forecast at this stage. It seems unlikely that the Government will change the definition of the nature of the central monetary target, Sterling M3, though the difficulties of controlling this measure in the short run are now better understood.

It also seems unlikely that the Government will want to stage a sudden revolution in the technique of monetary control—for example, by moving to a full-blooded control of the monetary base of the banking system. This would radically alter the future role of the discount market, would probably severely limit the availability of overdraft facilities and would make it very hard to interpret any of the monetary figures while our banking institutions were in a state of flux. Professor Walters was one of the earliest authorities to proclaim the danger of similar uncertainties after the introduction of Competition and Credit Control in 1971.

## Encouraged

However, some steps to tighten control of the monetary base do seem likely, and those will have significant revolutionary results. They are at present being illustrated in the U.S., where the Federal Reserve now uses the supply of bank liquidity rather than a target for interest rates to control the broader monetary aggregates. The result so far is that both monetary growth and the movement of interest rates have become far more volatile. Mrs. Thatcher will not doubt hope that we can achieve somewhat smoother control of the monetary aggregates, but has been listening attentively to a number of advisers who have argued that it is impossible both to control the quantity of money and its price; she may well be resigned to a more volatile credit market for the future.

For the moment, ironically enough, the City is alive with hopes that figures will soon appear showing that traditional methods have been far more effective than appeared from the admittedly distorted July and August figures. There are reports, greatly encouraged by Barclays Bank, that bank lending has now yielded to the recession, and that the worst of our monetary agonies may soon be over. There has not yet been enough money behind this view to move the market past the barrier of nearly 100 official 'tap' stocks, but the banking figures next week are awaited with almost greedy interest. No one, alas, supposes that any of the broader problems we have listed could evaporate so easily.



'While cowards flinch and traitors fear we'll keep the Red Flag flying here...'

## Fudge, fudge and fudge again

## POLITICS TODAY

Malcolm Rutherford

THE CHIEF victor at this week's Labour Party Conference in Blackpool was not even there. It was Mrs. Margaret Thatcher.

Among the principal casualties was Mr. James Callaghan who now looks as if he will be denied the dignified departure that on the whole he deserves. It was Mr. Callaghan who told the Conference on Tuesday morning that he detected the emerging general will which he defined as follows: "That everything we say and do should be directed towards achieving a basis of unity."

What is there that can divide us, he went on to ask rhetorically, "when we have a reactionary government in power?"

Not for the first time, the former Prime Minister turned out to be spectacularly wrong. He reckoned without the Labour Party. The timing of Mr. Callaghan's departure may still be in doubt; it is the dignity that could be lacking. For if there is one special message at the end of the week it is that a sizeable part of the Parliamentary Party no longer trusts his leadership.

Mr. Callaghan had promised that the demands of the Left for reform of the party constitution could be dealt with by negotiation, perhaps by giving a little here and there but all in the interests of preserving party unity. He failed to deliver. The in-word at the Conference, certainly among the Right and Centre, was "fudge." Mr. Callaghan is being accused of seeking to fudge, fudge, fudge and fudge again to save the party they used to love. Many on the Right and Centre want to fight; so too does the Left.

It is not only the constitutional matters and the personal allies. We shall come back to all those. First there was the slippage on policy. Almost everybody must know by now that the Conference voted that the next Labour Government should withdraw Britain from the Common Market and in favour of unilateral nuclear disarmament. Even the less extreme resolutions on defence, which were also passed, amount in effect to a call for opting out of NATO. What has received less attention, partly because the Conference gave less attention to it, is the approach to the economy, surely the crucial

issue in the next general election.

There was a debate on economic strategy on Monday morning. The Conference approved one resolution opposing incomes policy and another in favour of it. The latter did not even make sense. It calls for planning "to include all wages and salaries, the distribution of wealth and the control of prices, rents, dividends, interest rates, capital movements, investment and profits to the Gross National Product." It is possible that some words were inadvertently omitted from the text. If so, nobody pointed it out. Indeed nobody seemed to have noticed.

It is true that one of the most extreme resolutions was defeated on the advice of the National Executive Committee. Among other demands it called for "an end to redundancy; any firm refusing to pay a living wage or threatening redundancy to be taken into public ownership" and a legal maximum working week of 35 hours "with

## Nobody said anything about the cost

no loss of pay." Defeated it may have been; Mr. Anthony Wedgwood Benn said that the NEC had not yet worked out the details of how it could be done. Yet one could not help noticing how the calls for the 35-hour week without loss of earnings for nationalisation of any company considering shedding workers have slipped into the language. They will come back next time. Nobody said anything about the cost. Nobody indeed said anything about the cost of anything, except defence.

There was a fringe meeting on Tuesday evening addressed to the policy of the future. The subject was "Economic policy for the next Labour Government." You would have thought that that was pretty central. Barely 50 people turned up, less than you can get to a meeting on animal rights. Even the hecklers stayed away.

Still, Mr. Barrett did have something to say. The last Labour Government had increased public expenditure by

9.5 per cent in its first year and spent the next four years trying to recover from it. The problem was how to avoid doing that again. It was impossible to go on spending indefinitely money that the government does not have. That Mr. Barnett suggested was what the party ought to be thinking about. Evidently it is not.

To give only one more example: the Conference voted, against the advice of the NEC, in favour of ending the sale of council houses, one of the more popular elements in the Tory programme. That from a party which claims to be seeking to give the people what they really want?

So much for policy; now to the leadership. The position looks like this. The party appears to be saddled with the principle of a wider franchise to elect the leader than the present system of leaving it to Labour MPs. But the method will not be established until a special conference in January or so, if then. In the meantime, however, the Parliamentary Party is obliged to elect or re-elect its leader before the new session of Parliament in November. It will use the existing system.

Mr. Callaghan appears to have told no one of his intentions—certainly not Mr. Denis Healey claims to be still in the dark and may even not finally have made up his mind. He is under pressure to stay on two grounds. First, the unions want him, not rather they do not want anyone else. Mr. Moss Evans of the Transport and General Workers' Union, in particular, is strongly opposed to the succession passing to Mr. Healey, though he has no alternative candidate except Mr. Callaghan.

Second, whoever becomes leader in the Parliamentary election in November will have only a limited claim to the throne. He will have to await the outcome of the special conference and then of an election under the new system to see

if he is confirmed in office. In those circumstances, it is said, it would be much simpler for Mr. Callaghan to stay until the whole business is sorted out. If he did seek re-election, on an interim basis in November, it is more than likely that he would be unopposed. Mr. Healey would not stand against him in such conditions; nor would any candidate from the Left because the Left wants to wait for the new system.

Will Mr. Callaghan comply? There are several reasons why he may not. One is that he is plainly fed up. The pain of Blackpool may ease somewhat by next week, but Mr. Callaghan is sick and tired of the NEC and trying to coax a party which declines to heed his calls for unity. Another is that there would not be much joy in being a purely interim leader until there is a system to replace him. In practice, he would be a figurehead.

Again, the motives of many of those who urge him to stay are suspect. It is the "Keep Healey Out brigade." They do not much like Mr. Callaghan, but he can be pliable. They like Mr. Healey even less. Moreover, there is now a substantial body of the Parliamentary Party which would like Mr. Callaghan to stay indefinitely—and not just as an interim leader—provided that he stands up and resists the Left, but which has begun to despair of his ever doing so. Unless he shows signs of changing his spots, they would now like him to go as quickly as possible. The most articulate exponents of this view in public are Dr. David Owen and Mrs. Shirley Williams; they were gathering support in the Parliamentary Party as the week progressed.

Nevertheless, the party is stuck with the problem of having to elect someone who will inevitably appear as an interim or caretaker leader in November. If Mr. Callaghan goes, Mr. Healey's hat will be in the ring at once. The real question is who else will be there. Mr. Michael Foot, the

present deputy leader, has let it be known that he would be prepared to stand, having specifically used the word "caretaker." Should he stick to this position, there seems little doubt that it would be in effect a straight Healey-Foot contest.

Who would win? We are now deep in the realms of hypothesis, but it could be awfully close. Mr. Foot is no longer as loved by the Left as he was, but he would still be the left wing candidate. Beside him, the claims of Mr. Peter Shore or Mr. John Silkin would be dwarfed. Mr. Benn was never a serious candidate in an election under the present

system. In the end the outcome would probably depend on a number of MPs who are hardly household names and who may never reveal how they vote in a secret ballot. One should not forget that some of them will be under considerable pressures to support the Left because the new system of mandatory selection means that their own future depends on their satisfying their local party organisation, many of which are

recreated the sort of party to which Dr. Owen and his friends would wish to belong and for which a large section of the electorate would be willing to vote.

What about the inheritance? It did not look too good before Blackpool. Now it looks awful. Even on the assumption that the Right will win in the end, the Left will not easily give up. Only at a few days' age, for instance, Mr. Eric Heffer was being talked of as a possible deputy leader to Mr. Healey. He was mentioned as the sort of left-winger who at least listened to reason and was interested in office. Yet it was the same Mr. Heffer who stood on the platform on Thursday, pointed to the Labour MPs and shouted: "What about the rabble over there? These wounds will not easily heal on either side."

There is also the question of the need to reverse some of the policy decisions. Mr. Healey has always taken the view that the only manifesto that matters is the one immediately before a general election. Only in the last year before an election indeed is it possible to know what to say, because only then is it clear how the government of the day has been doing and where it is most vulnerable.

In effect, Mrs. Williams is taking the same position. She is saying that there will be no Centre Party under her; nor will she resign from the Labour Party, even on Europe, or at least not yet. The test will be what goes into the manifesto before the election. If it is bad, she will go, and so perhaps will a good many others. That would not be the best way of going into an election campaign.

The party has perhaps three years in which to pull itself together. But it will not be a matter simply of making brave speeches at Blackpool. As Dr. Owen, who made some of the bravest of them all, pointed out, it will also be necessary to go into the constituencies and start reforming the party from the bottom up.

According to Mrs. Williams, many Labour supporters are now afraid to go to party meetings for fear of being shouted at, hissed at, spat at and told they're "Bloody Tories." On the evidence of Blackpool, one can believe her. That is the measure of the problem.

## The baying noises at Blackpool

dominated by the people who were making the baying noises at Blackpool.

Thus all one can say at the moment is that a victory for Mr. Healey cannot be taken absolutely for granted. If he does win, he himself takes the view that possession is nine-tenths of the law and that he would be eventually confirmed in office by the wider franchise. That is almost certainly correct. Mr. Healey's fate has become inextricably bound up with the future of the party. It is not that people like Dr. Owen, Mrs. Williams and Mr. Bill Rodgers regard him as the ideal candidate. On the contrary, they believe that he is all too capable of fudging. Many of the right-wing attacks on the fudging of the past, ostensibly directed at Mr. Callaghan and Sir Harold Wilson, are also intended as a warning to Mr. Healey. Mr. Healey would fudge a bit; he would have to. Yet he is seen as the only candidate who could

## Letters to the Editor

## Councils

From Hazel Martin  
Sir, — Councillor Cassidy's letter (September 26) shows how our rates and taxes could be cut—at a stroke—but unfortunately misses a key point. This is that, as administrators and civil servants, including those who "advise" on where cuts could be made, report to elected councillors and MPs, and they in turn have the power to decide on the cuts. Indeed, Conservative members at both local and national level were elected on that very ticket. Why are they not carrying out their promise? Is there something else inhibiting them?

I venture to suggest that the system for county councils, and to a considerable extent for Parliament as well, is such that men capable of making strong policies and seeing them through are excluded by the odd habits of the self-perpetuating meetings committees. Many of the big spenders among local authorities (who spend a quarter of the total tax and rate take) meet during working hours, and automatically restrict candidates to housewives and pensioners and a minority group of privileged professionals such as farmers and solicitors.

Up-and-coming managers from industry cannot stand for election without jeopardising their careers, and few others with practical experience have the chance either. Lawyers make poor MPs for they are taught to defend the case that pays them and not to think for themselves—yet who forms the largest group at Westminster? I can count the engineers in the House of Commons on two hands, yet how many technical decisions vital to our future are left to mere amateurs?

Until we have more men worthy of the name we will continue fudging our way out of getting anywhere.  
Hazel Martin  
Hubury House,  
Great Easton,  
Dunmow, Essex

## Cars

From Mr. E. Harper  
Sir,—Are they crocodile tears that are dripping from our motor manufacturers' eyes? I wished to purchase a small economical hatchback car with an automatic gearbox. Salesman for BL—"a Metro? No not until next spring, demand for one has been very large, I would have liked one myself." Salesman for Ford—"No—the Fiesta should be available automatic in about 18 months time—we have had a lot of inquiries, but demand is so great for the manual version that it has not been possible to develop. No—the new Escort is not available with this option, possibly in about a year."

Can you really wonder I find it difficult to feel sorry for the motor industry?  
E. B. Harper,  
6, Channel View,  
Pagham, Bognor Regis,  
Sussex.

## Apples

From Mr. R. Anderson  
Sir,—I should like to thank Mr. Murrell for his kind invitation (September 24) but why should I have to travel all the way to Billingshurst in Sussex to avail myself of his apples and see how efficient his production is. A French apple producer does not ask me to do this. The fruits of his actions are in my local shop for all to see and if I need further cajoling then I need only turn on my television set in this comfort of my own home.  
R. S. Anderson,  
1, Portway Drive,  
Kenley, Surrey.

headquarters in Aden housed in the same building as the old British HQ; the runway at Khormaksar airfield has been lengthened for the use of modern Russian fighter and transport aircraft, and submarines can now be repaired in the harbour.

The Soviet command in Aden covers an area from the Red Sea to the Indian Ocean. It has assumed greater significance since the Russian invasion of Afghanistan and would be capable of intervening swiftly if the Iraq-Iran conflict widened into a confrontation between the Great Powers.

Ironically, Mr. Getachew was probably right when he asserted that Russia has no "fast deployment" force as proposed by the United States. Soviet forces are already on the ground. (Major General) R S N Mans, Kirk House, Stuy Road, Brocksheurst, Hants.

Money  
From Mr. E. Gurney  
Sir,—Miss Macdonald has sparked some interesting correspondence (L. A. Jackson and N. Travers, October 1) on the question of money supply and if we may consider the question short of such unrealistic indicators as M3, I believe she has a case. It would be essential for such a Monetary Commission to be independent of the Government of the day or, indeed, of Whitehall and, since it is now a quasi-government department, the Bank of England also.

I certainly do not understate London's concentration of financial skills, but we are concerned surely with providing a datum. The expertise would still be available and very much required to optimise around the datum. Our problem has been, and remains, how to keep the goal-posts still!  
E. R. Gurney,  
30, Milson Street, Bath.

one considers unit linked policies and with profits policies which provide a cash fund.

The point that has been missed is that there are still some life offices whose policies are deferred annuity contracts. Under this type of contract a guaranteed annuity is included in the policy at the outset. Bonuses are added at regular intervals to this amount, providing a pension which grows steadily with time, irrespective of hiccups in current interest rates, market values, etc.

Therefore if a self-employed person wants a really secure pension he should invest in a deferred annuity contract.  
R. J. Ancombe,  
8, Woodland Way,  
Pettus Wood, Orpington,  
Kent.

## Management

From Mr. K. Sykes  
Sir,—The report by Christopher Lorenz on "The Group of Talloires" (Management Page, September 28) will have struck a chord in the minds of many of us concerned with management education.  
Dr. Wade's summary of recommendations for changes in management education cannot however be regarded as novel. Our experience led us to similar conclusions at least two years ago and to appropriate responses.

I am sure this is equally true of other business schools and colleges that are concerned, to anticipate and respond to the realistic needs of management education.  
K. M. Sykes,  
British Transport Staff College,  
Hook Heath Road,  
Woking, Surrey.

## Check

From Mr. L. Harrold  
Sir,—Has anyone tried using a European Euro cheque in England? I paid a Euro cheque drawn in sterling, on a Swiss bank, into my own bank account on August 23, the funds were debited to the drawer's bank on

September 3 and by September 22 the funds were still not credited to my account!

On enquiry from the British big street bank I was told "oh if the Euro cheque had been drawn in Swiss francs we would have credited your account with but as it was drawn in sterling we have to send it for collection first."

Surely a cheque must be paid by the drawer's bank in full (all costs going against the drawer) with the exception of a small charge by the collecting bank? I wonder what happens to the funds from September 3 to September 22 when overnight money is 17 per cent plus? Is that one of the reasons why our high street banks are making such a nice profit?

Leslie F. Harrold,  
3a Latchmoor Avenue,  
Gerrards Cross, Bucks.

## Rates

From Mr. C. Foster  
Sir,—You were kind enough to report (September 15) arguments I put forward on why non-domestic rates are a bad tax as well as on other aspects of local finance. In springing to the defence of non-domestic rates the county treasurer of Warwickshire (September 23) objects that the practical effect of reducing or eliminating non-domestic rates would merely be to increase the amount of corporation tax paid by firms which incur that tax. So it would, but it would undoubtedly help firms not profitable enough to pay corporation tax.

The point I was making was that non-domestic rates were a bad tax on businesses because they fell on them whether they were making profits or not. Mr. Hunt then suggested the reason why non-domestic rates are now such a high proportion of profits is that profits are low. Indeed, I said as much; and it is making the same point that other way round. If profits were higher then the burden of non-domestic

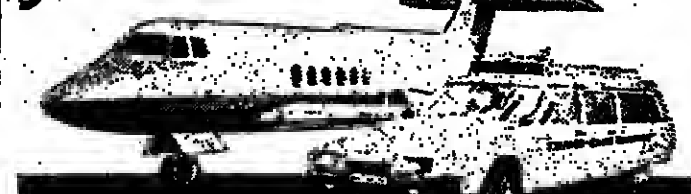
rates would seem less. Mr. Hunt also argues that non-domestic rates cannot be regarded as a cause of low profits. In the sense that world recession and the strong pound are causes, this is true, but it is also true that if rates were lower, or better related to profits or some other measure of the economic activity of firms, many firms would be making profits that are not doing so now and some bankruptcies might be avoided.

Mr. Hunt should remember too that unemployed persons are likely to benefit from rate rebates. There are no similar rebates for small or otherwise struggling firms.  
Christopher D. Foster,  
Coopers and Lybrand Associates,  
Shelley House,  
3, Noble Street, EC2.

## Survey

From Mr. R. Hooper  
Sir,—I enclose a copy of a leaflet which is being distributed in connection with a survey being made by the Government into "National adult height and weights." The survey is being conducted on behalf of the Department of Health which, it says, is concerned to establish accurate standards of height and weight for the population. Apart from forming the basis of future studies the nation changes its eating habits or way of life it is suggested that the information will be of use to the clothing and furniture industry. I have been given to understand that the cost of this survey is in the region of £500,000. How can this expenditure possibly be justified in the measure of the policy to cut back public expenditure or indeed when related to the cuts which are being made or threatened in the provision of medical services such as the closure of the bone marrow transplant unit?  
R. E. Hooper,  
4, Wootton Close,  
Stratford-Upon-Avon,  
Warwickshire.

## If many of the World's most successful companies can trust their staff to Trans-Care, you can too.



Many major international companies aware that local medical facilities are often inadequate—ensure their Director's and staff's complete medical security abroad by protecting them under Trans-Care's Company Membership Plan which complements existing insurance arrangements. They know that if one of their staff falls ill or is injured abroad then Trans-Care is at the other end of a telephone or telex 24 hours a day, 365 days a year, ready to dispatch expert medical teams, ambulances and aircraft to aid the patient to a speedy recovery or fly him or her back to England, saving time, saving money and sometimes saving life.

Complete and mail the coupon for Brochure and full particulars of the Company Membership Plan and the Medical Air Repatriation Policy underwritten for Trans-Care by Royal Insurance. Full Medical Health Insurance plans are also available. Trans-Care International Ltd., Keston, London, W8 9RR. Tel: 01-892 5077. Telex: 934525.

**TRANS-CARE** INTERNATIONAL  
WORLDWIDE MEDICAL ASSISTANCE

Please send Brochure and particulars of the Company Membership Plan and the Medical Air Repatriation Policy. No postage required.

Name: \_\_\_\_\_  
Position: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
Tel: \_\_\_\_\_  
Working abroad: \_\_\_\_\_ Approx. number travelling and

FT/2



# The last hunters fight for survival

**RAY PERMAN**  
reports on a week at  
sea with a Scottish  
fishing crew.

IN THE THIN sunshine of the dawn the crew of the Aquila beaved in the haul of fish they had steamed half a day and a night to find. The size of the catch showed the first gamble of the week had been lost—the fish had gone. Any disappointment was shrugged and cursed away.

Fishermen are the last large-scale hunters in our industrial society, seeking their prey in the vastness of the sea. They rely almost entirely on experience, intuition and luck; only when the boat is right on top of the fish are modern aids like the echo sounder any help.

The Aquila's skipper, William Strachan, had spent the hours before leaving the home port of Peterhead in north-east Scotland gleaning information from other skippers who had just landed. It was not easy. Fishermen are intensely competitive and the whereabouts of the fish are closely guarded. Yet without some indication a boat could head in the wrong direction—an expensive mistake which boats can ill afford in the present dire position of the industry.

Mr. Strachan's instinct was to head for the Viking Bank off the coast of Norway, where he knew there had been fish recently. But at the last minute he was tempted by reports of rich hauls 180 miles to the south east. It was a risk, because if the fish had moved on the area was a long way from the usual feeding grounds.

The following morning he needed only one look at the few small cod, haddock and plaice on the deck to know his first instinct had been right. His change of mind had cost a day's fishing and £500 in diesel.

He set a new course and went to his bunk. In a short while, the rest of the eight-man crew had done the same thing, leaving only one man on watch.

Fishermen sleep when they can; when they "hit fish" no one knows how long it will be before he gets to his bed again. The Aquila is typical of the hundreds of "seine netters" which catch most of the white fish eaten in the UK. She is 80 feet long and although fairly new has a wooden hull for better stability. William Strachan, 32, who owns her in partnership with three of his crew, bought her three years ago after selling a smaller and less powerful boat. He thought at the time he was being progressive, but he now wishes he had not made the switch.

Only outsiders appreciate how hard is the life of fishermen. In a week at sea with the crew of the Aquila I never once heard one of them complain, unless it was to curse the sea for its meanness. Yet the work was heavy and relentless, and the hours were exhausting.

"Seine netters" shoot out a net as one side of a loop of rope several miles long and then tow it for an hour or more so that the loop is flattened and the net closed. On a full day's fishing the Aquila made her first shot before it was properly light at 5.30 am and pulled in her last haul by the light of floodlamps after 8 pm.

In summer, particularly in the far northern waters of the North Sea where the nights can be as short as one hour, the work goes on longer; mild weather and daylight have to be used while they last.

Ropes and nets no longer have

to be pulled in by hand, but power winches cannot do everything. The strains of heavy lifting are increased by the constant necessity of bracing yourself against the tossing of the boat on the waves, and there is little respite between hauls. The fish—a too or more at a time—have to be sorted, gutted, washed and boxed in ice in the hold before the next netful is landed on the deck.

Meals, practically the only relaxation besides sleep, are snatched in odd moments.

It is never possible to take a break for a few hours while the fish are there to be caught. No one knows when they might disappear or when the weather will change and make fishing impossible. Each man's wages and the future of the vessel which provides his livelihood depends on the weight of fish landed.

The Scottish fleet mainly goes after white fish. But catching haddock, the most prolific species in British waters, is restricted by quotas.

The quota system is rigidly enforced by inspectors of the White Fish Authority, but it has little effect on protecting the fish. With prices low and catches restricted, boats land only the larger fish, which fetch a premium. Smaller haddock are being back dead into the sea.

The crew of the Aquila spend twice as much time in each other's company as they do with their wives and families. They sail every Sunday night and are often at sea for five days and nights, returning to spend another half day unloading the fish at the market and taking on fresh provisions.

Traditionally this hard work has brought high rewards, and in good weeks fishermen could count on higher wages than the best paid industrial workers. But the collapse of quayside prices as a result of the recession, and increasing landings of



Hauling in the Aquila's nets: the work is heavy and relentless, and the hours exhausting

cheap fish by foreign boats—particularly from Iceland and Canada—have shaken the base of the industry.

Once the good weeks when big catches were landed paid for the bad weeks when the sea was too rough or the fish were simply not there to be found. That is no longer the case. In spite of the fact that the UK fleet cannot supply the whole British demand, the share of the market going to domestic boats is falling. Frequently at Peterhead in recent weeks wholesale fish has been unsold and has ended up as fishmeal at 50p a box. Nothing saddens a fisherman more.

Two months ago prices fell so low that a group of Peterhead skippers decided to call the fleet

home. For a week the port was at a standstill, but then after a protest meeting the boats returned to sea. The fishermen realised the powerlessness of their position. A boycott hurt themselves while leaving a free rein to imports. There was no stomach for the next step up—a blockade of ports and harbours.

Productivity increases are not enough to save the situation. This year Aquila has landed 20 per cent more fish than last year, for the same money return. Meanwhile, operating costs, particularly fuel prices, have rocketed.

But in the week I fished with her, she was lucky. A poor week's fishing was redeemed by unusually high prices at the Saturday market. The force

eight gale which had battered the boat for 12 hours on her way in, which broke loose the life rafts from their supports and flattened the deck rail, also "blew up the prices." Dealers knew that in such bad winds there would be no weekend fishing, so they bid high for what fish was available.

On a moderate catch of 212 boxes (10.8 tons) Aquila made £4,640—about twice the average for similar catches in previous weeks. After deducting expenses, such as £1,200 for fuel, £232 sales commission, £300 for the hire of Deca navigation equipment and so on, there was £2,251 left. The crew shared £1,120, the boat took the remaining £1,131.

Other boats which had

landed a few days earlier were not so fortunate. The Loralay, also from Peterhead, brought home 200 boxes and made only £2,000, not enough to cover her running expenses. Her skipper put to sea again to try to earn a wage for his crew. The illustration made a £1,000 loss on a four-day trip.

On shared ownership vessels, which form the majority of the Scottish fleet, the tradition is to split the net proceeds from the sale of the catch equally between the crew and the boat. The crew's share is then divided equally between them, each man, including the skipper, getting the same amount.

As entrepreneurs, the skipper and other partners in the boat, are supposed to make extra money from the boat's share of the cash. In reality, there is none left over.

Fish prices have fallen so low that the boat's half share cannot cover all the calls on it, the heaviest being interest payments. All but the oldest boats have been bought with loans, mostly overdrafts from one of the three Scottish clearing banks. Most owners are charged 3 per cent over base rate, with only the top earning fishermen getting a discount to 2½ per cent.

This year interest charges on the Aquila will amount to £32,000—£800 a week assuming she is able to fish for 40 weeks of the year. Insurance is another £10,000 and there is the cost of renewing the gear. A coil of rope costs £220 (Aquila uses about 30 a year) and a net, should you be as unlucky as the Aquila was a few weeks ago and wrap one round a wellhead on the sea bottom, costs £1,200 to replace.

Mr. Strachan estimates that by the end of the year 20-30 per cent of the boats which sail out of Peterhead will be out of business. His worry is that the Aquila is on the borderline. One

large unexpected cost, like a major engine overhaul, could mean the end. The crew would lose their livelihood, and some would lose their homes, which are security for part of the loan.

The cash subsidies announced by the Government two weeks ago will stave off the inevitable bankruptcy of some boats, but only for a short while. Ironically, the newer and more efficient boats (still paying off large loans) are the most vulnerable in the present crisis, while older vessels owned by older skippers who have long since repaid their overdrafts are in the best position to survive.

Fishermen are sceptical of politicians of all parties and believe that the interests of the industry are being traded to the EEC negotiations on a common fisheries policy for concessions in some other field.

Yet the EEC is not the focus of discontent from Peterhead. In spite of some carping about how strictly the Danes enforce their quotas, or whether the Norwegians allow British boats to land, there is a feeling of give and take towards Britain's near neighbours across the North Sea. "We fish their waters and they fish ours" is a common viewpoint.

What rankles are imports from further afield, where there is no reciprocity. There is particular bitterness towards Ireland, which helped to hasten the decline of the UK deep water fleet by excluding it from Icelandic waters. The imports now damaging the British industry most are heavily subsidised by governments. Fishermen maintain, yet import tariffs are inadequate to offset this unfair competition.

"We don't want handouts, we just want what is our own, the right to fish our own waters and compete on equal terms," says William Strachan. "Surely that's our right?"

## Weekend Brief

### The general and the VADs up the 'bumper'

The general looked at the church in the centre of Montreuil, the little French town that was British headquarters for the 1916 Battle of the Somme. "Never been inside," he said. "I used to go to the Church of Scotland but. So did Douglas Haig. We were both Presbyterians."

General Sir James Marshall-Cornwall is 93. He was a 28-year-old gunner subaltern when World War One broke out. He was posted to France as an intelligence officer on the C-in-C's staff.

This week Sir James went back to Montreuil as a VIP guest on a tour of the Somme battlefields. He stood by the statue of Earl Haig on horseback in the main square and said: "It's better than the Whitehall one. Haig was a cavalryman. He would never have held a horse in the way he does in Whitehall."

The road back to the Somme was organised by author Lyn Macdonald—"I'm not as much a military historian, more a retrospective war correspondent."

Her new book, *The Roses of No Man's Land*, the story of VAD nurses in World War I (to be published on Monday by Michael Joseph) and she is at work on two other war books, the fruit of interviews with people who lived through it.

The trip "up the bumper" (Tommy slang for the front line) included, as well as the general, old VAD nurses headed by Kitty Kenyon, author 92-year-old, and Charlie Sheppard, formerly of the Rifle Brigade, who has a claim to being Britain's first blood donor. He gave blood to a badly-wounded Welsh soldier and gained two weeks' leave in "Blighty" as a "thank-you."

The party was given a civic reception in Boulogne, toured war cemeteries and the next day drove up to Beaumont-Hamel which took the Allies four months to capture in 1916. It walked from the British front line to the objective only a mile away.

Along the road there were memories. There was a stupa at the little cemetery where Roland Leighton, Vera Brittain's poet-fiance is buried, which fascinated all who had watched the BBC's *Testament of Youth* series.

Out of the corner of his eye, Charlie Sheppard saw a village. "That barn was where the night just before we went up the bumper and the Australians got me drunk—they had more money than us."

"The next morning I went sick—toothache. I told the MO. He painted my gums with iodine and sent me out on Lewis gun practice—with a hangover of all things."

Charlie and the general between them gave their companions—who included a naturalised Englishman who had served as a German infantry officer in 1914-18 and as a British intelligence officer



VAD's in the trenches: a 1914-18 flashback.

in World War II—a splendid combination of high strategy and low life in the trenches. Miss Kenyon spoke movingly of the nurses' work at military hospitals near Boulogne. The wounded came by train straight from the field dressing stations. Those not likely to die went on to England. We got the worst."

At Newfoundland Park, the point where the Newfoundlanders attacked and lost so many men that after the war the province's economy was seriously threatened, the trenches are preserved and Charlie and the general were able to walk over their old battlefield.

A party of five British teenagers, in France on a camping holiday, chattered about the piece of a rusty gun carriage they had found near the old German front line. Charlie stood by Y-Ravine, a deep natural crevice where the Germans had sheltered from the artillery barrage, and confessed he was seeing ghosts.

Lyn Macdonald decided that her trip back "up the bumper" was a great success. For her book she did 1,000 hours of tape recording. She looked at letters from all over the country. She says she wants to "tell it as it was." With supporters like Charlie and the general as allies, her task is lightened.

### How Al Capone would have grieved

The Marx Brothers would have loved it—a night at the opera, but with no orchestra and no singers.

Throughout its history the New York Met has attracted all the leading singers from Caruso (a favourite of Al Capone) to Callas, and all the great conductors including Mahler and Toscanini. But now it has been silenced, for the first time in its 97 years, by a bitter dispute about pay and working hours and between the management and the house's orchestra. This week the company reluctantly decided to cancel its 1980-81 season.

The curtain should have risen on September 22 when the new season was to have opened with Puccini's *Turandot* featuring such super stars as Luciano Pavarotti, the Italian tenor with a huge popular following in America, and Montserrat Caballe, the Spanish coloratura soprano. There is a sad irony that the opening never took place for in its time the Met staged the premieres of two Puccini operas, *Il Trittico* and appropriately, *La Fanciulla del West* (The Golden Girl of the West).

When the formal announcement that the season was can-

celled came, for many New Yorkers it was as if a bit of civilisation had died. The Met, after all, has traditionally claimed in its advertisements and brochures that "there will always be a place for civilisation," presumably meaning that that place was the Met.

The dispute basically involves demands by the orchestra for more pay and a four-performance week compared to five performances a week which, according to the management, would have set the company into the red.

Unlike other opera companies, the Met has not lost money during the past four seasons. It does not like to talk about profits but discreetly says that it has had "excess of income over outlay." But bad it backed down to the orchestra's demands, it claims it could have lost as much as \$5m this season. The company, a non-profit-making organisation, makes 50 per cent of its money from box office receipts with best tickets selling for about \$50 each and the rest from donations.

For their part, the orchestra claims it is badly paid by symphony orchestra standards. In a large advertisement in the New York Times this week directed to "the opera loving public," the orchestra claimed "our salaries and our ways of life are modest. We are asking reasonable terms for hard work."

None the less, the orchestra are among the better paid members of the company. They currently earn average annual salaries of just over \$37,000. They have always taken a tough stance in labour negotiations and have movitavily set the precedent on which other artists have negotiated their new contracts.

But the Met's executive director, Mr. Anthony Blies, has taken an equally intransigent position. "We have worked too hard in recent years to turn this company around both artistically and financially to see it destroyed by giving in to the orchestra's demands," he said this week.

For many, the idea that the Met has cancelled its season is not believable. They feel the dispute could still be resolved enabling the season to be revived at some later date. They claim that both the management and the orchestra are currently involved in an exercise in brinkmanship and that ultimately neither will allow the curtain to stay down.

A long closure could have dire consequences not only for New York, its tourist trade, the restaurants and bistros around the opera house at the Lincoln Centre, and opera fans, but for the Met's status as the leading company in North America. Already other companies, especially the San Francisco opera, is hot on its heels—spending lavishly to put on spectacular performances with all the big prima donnas and stars.

### Unsung British triumph in the America's Cup

Britain was represented at the finishing line in the recent America's Cup race after all, even if our yachtsmen lost in the earlier stages, leaving the Australians to mount the final and unsuccessful challenge to the U.S.

The British flag was carried by a small specialist Manchester textile company, Henri-Lloyd which supplied the crew of the American yacht Freedom (and the second U.S. vessel Enterprise) with waterproof clothing. About 40 of Henri-Lloyd's top of the range Ocean-Racer brand suits—UK retail price £130 for jacket and trousers—were bought by the Americans, all made of fabric woven in Lancashire from ICI nylon yarn. The Swedish team which was knocked out by the Australians in one of the qualifying rounds also used Henri-Lloyd equipment.

The company was founded 17 years ago by Mr. Henri Strzelecki, who fought with the Polish army during the war and then stayed on, and his partner Mr. Angus Lloyd. It has built its reputation in the worlds of yachting, sailing and mountaineering with fabrics designed to meet specifications demanded to guarantee hand wear and waterproofness. The yarn used is specially spun and then woven in a way which enables it to respond to Henri-Lloyd's own proofing treatment. The seams—the point at which many garments tend to let in water—are hand-made, and the problem of perspiration is dealt with by the use of an inner waterproof lining. The air pocket between the lining and outer fabric helps to reduce perspiration by up to 70 per cent, it is claimed.

The resulting product, has helped to keep dry various round the world sailors from Sir Francis Chichester on and has been used by competitors in The Observer single-handed transatlantic races. The Tall Ships Race, and the Olympics. It is also now being used on the current British Services Transglobe Expedition and Operation Drake, and has found other applications with police, fire brigades and the offshore oil industry.

The bulk of sales, however, are to the weekend and holiday yachtsmen and with the explosion in interest in sailing Henri-Lloyd's sales have been growing—until this year at any rate—by 20 per cent per annum. Current turnover is £2m of which 40 per cent is in export markets.

The recession has seen growth slow down this year, however, with UK trade particularly hard-hit by the drop in the volume of visitors to holiday resorts. Far Eastern suppliers offering cheaper products are also moving up-market to challenge for sales.

Henri-Lloyd which has built up its labour force to nearly 200 is hoping that at least some of the reflected glory from the win by Freedom will shine on it. The UK team was not wearing Henri-Lloyd equipment—a lesson the company hopes will also be noted by the organisers of Britain's next challenge.

Contributors:  
Alan Forrest  
Paul Betts  
Rhys David

### Economic Diary

TODAY—Meeting of Polish Communist Party Central Committee. TOMORROW—West German General Election. Portuguese General Election.

MONDAY—Meeting of National Economic Development Council—discussions include implications of North Sea oil and also Chancellor of the Exchequer's paper dealing with pay rise problems. House of Lords resumes sitting after summer recess to face backlog of legislation. Wholesale price index (September provisional). Retail sales (August final). Hire purchase and other instalment credit business (August). Two Canadian Cabinet Ministers, Mr.

Mark MacGuigan, External Affairs Minister and Mr. John Roberts, who has a constitutional brief in addition to his portfolio for Science, Technology and the Environment, in London for talks with Mrs. Margaret Thatcher to explain plans to give Canada a constitution of its own. Prison officers begin industrial action over meal-break pay.

TUESDAY—Conservative Party Conference opens, Conference Centre, Brighton. UK banks' eligible liabilities, reserve assets, reserve ratios and special

deposits (mid-September). London clearing banks' monthly statement (mid-September). EEC Foreign Ministers meet in Luxembourg—talks will include financial mechanism and supplementary measures for the UK following the Budget agreement. Housing starts and completions (August). Provisional figures of vehicle production (September). Personal income, expenditure and saving and company profits (second quarter).

WEDNESDAY—Trades Union Congress economic committee meets, Congress House, London.

Two-day Financial Times conference opens in Madrid on "Spain and the Common Market—Policy and Alternatives." London Festival Ballet annual report and plans for 1980-81.

THURSDAY—National Union of Miscellaneous executive meets, Euston Road, London. Central Government transactions (including borrowing requirement) (September).

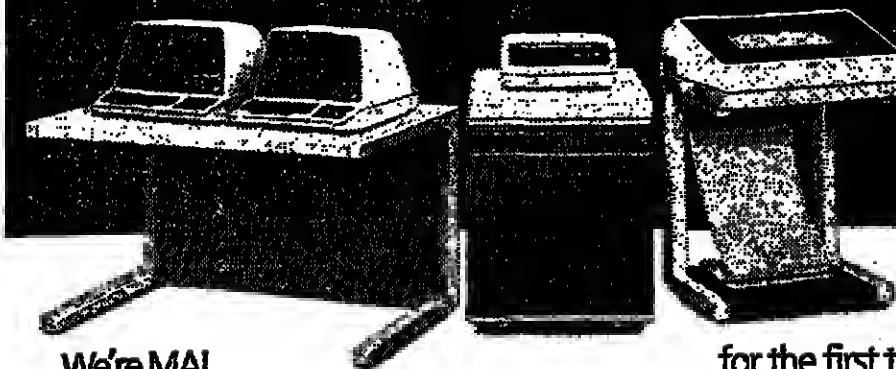
FRIDAY—Building Societies' monthly figures (September). Usable steel production (September). Report on the finances of the Church of England. Nobel Prize for medicine to be announced in Stockholm.

A company that specialises in equipping growing businesses.

A company that's grown to £135 million in just seven years.

A company voted top in its field two years running. By its customers.

And you haven't even heard of us, yet!



We're MAI. And we're one of the largest business computer manufacturers with over 10,000 installations world-wide.

We have reached this position by understanding the changing needs of successful companies. Our Basic Four systems are designed to fulfill the requirements of businesses of all sizes from the small company adopting computer systems

for the first time, to the larger company seeking better efficiency and more management control.

Basic Four from MAI offers you a comprehensive system of controls including accounting, sales and stock plus the added advantages of word processing.

Now that you have heard of us, fill in the coupon below to hear more on how we can help make your company grow.

I intend making my business grow.  
Please send me full details of the MAI Basic Four Mini-Computer systems.  
Name \_\_\_\_\_ Position \_\_\_\_\_  
Company \_\_\_\_\_ Business \_\_\_\_\_  
Address \_\_\_\_\_  
Tel No. \_\_\_\_\_  
Send to: David Green, MAI United Kingdom Ltd., Black Arrow House, 2 Chandos Road, London NW10 6NF.  
Telephone: 01-965 9731.



Meeting growing company needs



## BIDS AND DEALS

# Lyle Shipping slips but looks set to perform well

THROUGH first half profit climbed at the operating level for Lyle Shipping Co. the pre-tax figure emerged £208,000 lower, mainly because of a sharp fall in the gain from selling investments.

However, Mr. Herbert Walkinshaw, the chairman, is confident that results for the full year will be highly satisfactory. He says that all divisions seem set to perform as well in the second half.

So a turnaround is expected at Lyle Offshore Group together with full profits from Scottish Ship Management, which became a subsidiary in June, and large capital profits.

In 1979 taxable profit showed an upturn to £23.3m. For the six months to the end of June this year operating surplus reached £23.4m (£23.2m), before interest of £1.1m (£1.0m), and on turnover up £1.6m to £7.9m.

The pre-tax figure came out at £23.3m (£23.4m) following a fall from £1.5m to £33,000 from investment disposals, partly offset by a rise from £10.0m to £10.8m in profit from sale of ships, and £50,000 (loss £284,000) exchange gain on loan repayments.

After a tax credit of £28,000 (£28,000 charge) earnings per share slipped 2.3p to 34.9p. The net interim dividend is stepped up to 4p (3.3p)—last time a 4.2p final was paid.

The half year results reflect

the continued steadiness of the freight markets and relatively trouble-free operations, Mr. Walkinshaw states.

The chairman adds that although the medium term outlook is still uncertain, due to the current weakness in freight markets and the world economic situation, present forward contracts of business should largely protect the company from the effect of any downturn in 1981.

In the longer term also he remains confident of the group's ability to make good progress.

The advance in the first half operating surplus came chiefly from shipowning—up from £10.8m to £12.4m. Ship management and broking reached £507,000 (£101,000) and precision engineering £50,000 (£4,000) but North Sea services ran into a £479,000 loss (£380,000 profit) and insurance broking turned in £14,000 (£35,000).

## comment

Lyle's ships doubled their contribution in the first half and are expected to continue to do well for at least another year because of substantial forward commitments. Losses in the second half and Scottish Ship Management, now a subsidiary, may better its £1.75m forecast. Capital gearing and interest charges are falling significantly as foreign debts are

repaid with the proceeds from ship sales. Pre-tax profit might reach £5m for the year. No tax liability is in sight so earnings per share could be 74p which would mean the shares, up 12p to 255p yesterday, are on a very modest rating. The prospective yield, if the increase in the final is the same as at the interim, is 5.2 per cent.

## Triplevest interim increase

PRE-TAX revenue of Triplevest Investment Trust, improved from £1.4m to £1.44m for the half year ended August 31, 1980, and interim dividend per 50p income share is increased from 3.75p to 3.94p net.

Including a special of 0.9401p total payment for 1979/80 was 7.211p paid from pre-tax revenue of £2.6m (£1.87m).

The directors say that the income growth shown in the first half should not be anticipated for the second six months, as since August 31, the rate of increase in the growth of dividends received has slowed.

Net asset value per £1 capital share is 505p (401p at February 28, 1980).

This implies a full-year loss of no more than £855,000 before tax, after a break-even result showing in the second half of the year.

Allied has also announced its plans to maintain the business of Gough under its existing name, and has given assurances that the rights of management and employees will be safeguarded. Mr. John Boardman, chairman of Gough, is to join the board of Allied.

## North British Canadian ahead

Taxable income of the North British Canadian Investment Company, investment trust, climbed from £216,532 to £261,198 for the half year to August 31, 1980.

Tax took £84,519 (£68,050) and earnings per 25p share were up from 2.2p to 2.7p. The interim dividend is raised to 1.75p (1.5p) net—last year's total was 4.25p net—on income of £472,000.

At the half year, net asset value per share had slipped to 118.2p, compared with 118.6p a year earlier.

In Belgium, negotiations for two new sites are now well advanced and the company is hopeful that the first of these will become operational early next year.

Negotiations regarding the proposed operations in France continue and the company is also investigating further opportunities in Europe and North America.

The company is negotiating terms for a loan from the European Coal and Steel Community (ECSC) of £2.5m which will be immediately available for investment in new projects.

The loan extends over eight years and is repayable in four equal stages from December 31, 1985. After taking into account an interest subsidy which is connected with the employment of personnel previously engaged in the coal and steel industries, the financing costs including exchange risk cover have been fixed at an approximate rate of 10.4 per cent.

The small order houses warned that their profits would be lower this year and as a result of the depression in retailing has become clear, analysts have been marking down their already gloomy forecasts for Freeman's (London) and Empire Stores, in addition to the pressures of poor sales and squeezed margins.

Both order houses also have high financing costs on their sales. Empire Stores' borrowings are more than half shareholders' funds, has been harder hit than Freeman in this respect. Both groups report interim results on Wednesday and Freeman may

# Another bid for Gough Cooper

BY ALAN FRIEDMAN

THE LONG saga of Gough Cooper, the housing estate developer and contractor which saw 25.9 per cent of its share snapped up in a dawn raid by Mr. Remo Dipre's private Starwest Holdings last July, seemed to be entering its final chapter last night.

Allied London Properties, a similarly-sized housing group, joined the board of Gough Cooper in announcing an agreed cash bid which values Gough at £11.4m.

The bid, which supplants the unwelcome Starwest offer of 120p per share for 145p per share in cash for each ordinary share of Gough Cooper. There is an alternative for shareholders of 145p nominal of 10p per cent guaranteed unsecured loan notes 1985 for each ordinary share.

At yesterday's share price of 137p, Allied is capitalised at £14.5m. According to Mr. David Horne, spokesman for Allied, the cash offer is to be financed wholly from overdraft facilities at Lloyds Bank.

Mr. Horne said that the board of Gough Cooper had confirmed to Allied that the results before taxation and extraordinary items of the Gough Cooper group for the year to September 30, would be better than the results published for the six months ended March 31.

This implies a full-year loss of no more than £855,000 before tax, after a break-even result showing in the second half of the year.

Allied has also announced its plans to maintain the business of Gough under its existing name, and has given assurances that the rights of management and employees will be safeguarded. Mr. John Boardman, chairman of Gough, is to join the board of Allied.

## Sale terminates Rexmore's polypropylene activities

Rexmore has sold its polypropylene upholstery fabric-weaving equipment and plant in Blackburn to Armitage and Rhodes of Dunsbury for £400,000.

The disposal brings to an end Rexmore's involvement in the weaving of this type of fabric, which has adversely affected its trading results for five years.

The sale has been made through Rexmore's subsidiaries J. and J. A. Porter and Team Valley Fabrics and includes the right to use their names. Armitage has paid £100,000 and the balance is due in three equal instalments, the final payment being not later than April 1, 1982.

The book value of the tangible assets involved at August 31 was £420,000. Armitage is also buying the yarn stocks.

The supply of polypropylene fabrics will continue uninterrupted and no inconvenience will be caused to the customers of Porter and Team Valley.

The Blackburn site will continue to be occupied by Rexmore subsidiary New Mills Company (Manchester) which will carry on the conversion and supply to home and overseas customers of the new range of Antron velvets which have been developed over the past 18 months.

## BTR TO ACQUIRE VACU-BLAST CORPN.

BTR has agreed to acquire Vacu-Blast Corporation of California for \$7.5m (£1.15m), equivalent to \$3.95 per share. Completion is subject to approval by Vacu-Blast shareholders at a meeting to be held in the latter part of November, but directors and shareholders holding 63.1 per cent of the shares have already undertaken to vote in favour of the transaction.

It has been agreed between Energy Finance and the principal vendor and Mr. Grant Heatzig, that, given a continuation of the current operating level and improving profitability, Transatlantic will, within 6-12 months, seek a quotation under the provisions of the proposed Unlisted Securities Market.

SYLTONE'S \$0.35M U.S. EXPANSION

Through its subsidiary Drum Engineering Inc., Syltone has completed the purchase of certain business assets of Superior Industries Inc. of New Orleans, for U.S.\$838,000 (£80,000) cash payable as to \$200,000 on completion, \$128,000 on October 15 and \$410,000 at December 31, next year.

The assets consist of stock in trade, work in progress, product tooling, other equipment, patents, designs and materials relating to the business carried on by Superior in the manufacture, distribution and sale of pumps and ancillary equipment for petroleum and petrochemical industries.

For the first year of trading immediately following completion, Syltone expects to continue using Superior's existing plant and facilities in New Orleans.

As soon as practicable, however, a new manufacturing facility will be constructed and equipped as an extension to the present premises of Drum at Louisville, Kentucky.

It is intended that this capital project and the present purchase of business assets will be financed by a term loan in the U.S. in the form of an industrial revenue bond, after the initial provision of short term bridging finance from bank sources.

The benefits accruing to the group are expected to be considerable in the longer term, Syltone says.

# Ward White falls £0.8m with UK business hit

WITH ITS UK business adversely affected by lower activity and higher interest charges, pre-tax profits of Ward White Group, the footwear, engineering and safety products concern, showed a decline from £2.65m to £1.81m for the first half of 1980. Turnover, however, improved from £28.96m to £43.26m.

The group's footwear manufacturing and distribution division was particularly affected along with the engineering side, although safety products maintained a satisfactory level of profits despite some reduction in demand.

Mr. G. McWatters, the chairman, says that while the outlook for business activity in the UK is not encouraging, the group hopes to offset these adverse factors in part as a result of a rationalisation programme.

Also, the overseas companies are operating in a more favourable trading environment and the chairman is confident that the group will again be in a position to expand, given some real reduction in UK interest rates and an improvement in economic activity.

Interest charge for the half year soared from £372,800 to £832,000.

The group has undertaken a major programme to cut costs and reduce capacity in line with the revised projections for demand. This programme was completed in August and the benefits are expected to be shown in future trading results.

The rationalisation has necessarily given rise to redundancies, the net costs of which will be charged as an extraordinary item. These are expected to amount after tax relief to £350,000, of which £27,000 net has been charged in the half year's results.

Tax for the period took £673,000 (£1,066m) and profits attributable to ordinary holders were down from £1.46m to £1.1m.

## Building slowdown reduces first-half profits of Istock Johnsen

A SEVERE decline in housing starts in the U.S. and Holland and a firm jump in interest charges have reduced first-half 1980 profits of Istock Johnsen, brick-maker, to £31,049, compared with £1,268, before tax. Turnover rose by 54 per cent to £28,92m.

The view expressed in the annual report that 1980 would be difficult in the short term and encouraging in the long term is being borne out, says Mr. P. Hyde-Thomson, the chairman.

But the potential for greatly increased profits exists and the speed with which this will be translated into better results will depend on how quickly trading conditions, particularly in the U.S., improve, he adds.

The interim dividend is held at 1.5p net on capital increased by the two-for-five rights issue—last year a total of 4.5p was paid from pre-tax profits of £4.68m.

The surplus is struck after interest charges of £1.61m (£581,804) and expenses of £366,145 (£229,405).

At the trading level, building products profits were up at £24.8m (£1.92m) despite losses in America of £292,313 (£147,131 profit) and a continuing but reduced deficit in Belgium of £330,653 (£699,301). UK profits rose 40 per cent to £2,50m despite very difficult trading conditions.

Fibres division profits increased from £145,552 to £205,705 and investment income rose to £121,641 (£69,646).

Earnings per 25p share are shown as 2.55p (2.9p) after a lower charge of £147,000 (£712,535).

The recession in the U.S. building industry appears to have bottomed out, says the chairman, and although no boom can yet be anticipated, indicators

## DIVIDENDS ANNOUNCED

Company	Current payment	Date of payment	Corresponding dividend	Total last year
N. British Canadian Int.	1.75	Nov. 3	1.1	2.85
F. C. Finance	1.5	Nov. 19	1.5	3.0
Istock Johnsen	1.5	Nov. 19	1.5	3.0
Kwahu	1.84	Nov. 7	1.84	3.68
Lyle Shipping	4	Jan. 6	3.3	7.3
Nesco Invest.	3.5	Nov. 28	3.5	7.0
Rand Invest. Corp.	1.5	Oct. 31	1.5	3.0
Rand Invest. Corp.	1.5	Nov. 21	1.5	3.0
Sanderson Murray	2	Nov. 17	2	4.0
Scottish Met. Prop.	2	Jan. 12	1.6	3.6
G. W. Sparrow	0.88	Nov. 28	0.88	1.76
Tanks Const.	4	Nov. 28	4	8.0
Triplevest Income	1.04	Oct. 31	3.18	4.22
Ward White	1.4	Oct. 23	1.4	2.8

Dividends shown pence per share net except where otherwise stated.

\* Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ Includes 0.65p special. § Second interim 3.5p forecast, payable about April 2. † Gross throughout. ‡ South African cents gross throughout. \* Includes 0.8401p special.

Earnings per 25p share tumbled from 12.03p to 4.22p, but the net interim dividend is 1.4p, the same as last year's payment which included a special 0.65p. The 1979 final was 2.55p on £5.7m taxable profits.

The chairman reports that the overseas division performed well in the first six months, making an increased profits contribution over last year. The acquisition of the Childs Corporation in April helped in this respect and made a good net contribution, in spite of record interest rates in the U.S. earlier this year.

Recent acquisitions—Wedin Group, Sweden, and D. Lewis—are expected to make a useful contribution to group profits in 1980.

Raising \$5m of debt a few weeks before prime hit 20 per cent wiped out a lot of the profit contribution that the debt acquisition could have chipped in. As it was Childs probably added no

more than £150,000 pre-tax. Net surprisingly at home retailer stockpiling hit the footwear manufacturing operation in the second quarter. The order intake dropped some 15 to 20 per cent by volume with the cheaper end, supplying non-branded shoes to the likes of BHS, being hardest hit. It was this part of the manufacturing operation which recently bore the brunt of the redundancies. Elsewhere the engineering division dropped back into the red and the tannery machinery business suffered worst of all. In the current half there are some very modest signs of improvement in earnings, but manufacturing and engineering. The safety products division continues to operate profitably but overall attributable earnings this year will probably be little better than £2m. The p/e at 54p is around 7 and the yield 12 per cent. Fully valued for present, but given Ward White's strong market position there is plenty of recovery potential.

loss of nearly £300,000, the result of low U.S. housing starts and the costs of integrating U.S. acquisitions. In Holland, profits fell by 65 per cent and in Belgium the subsidiary remained in loss, albeit at a lower level. With shares trading on a prospective fully taxed multiple of 14.5, the market seems to be wondering whether any p/e are about for a bid approach premium p/e hardly seemed to be justified by the short-term prospects. The possible yield is 10.3 p on a maintained total of

REVENUE BEFORE tax of Scot. Metro Property Company expanded from £1.99m to £2.27m in the year ended August 15, 1980.

The dividend is stepped up from 2.5p to 3.25p with a final 2p and the directors propose to make a one-for-five scrip issue. In view of the continuing growth in earnings, they say they expect to recommend a dividend at the same rate of dividend for the current year on the increased capital.

The surplus included net revenue from properties of £4.31m (£2.61m) and investment income and interest received: £1.3m (£341,480) and was struck after interest charges of £1.7m (same) and expenses of £339,368 (£256,577).

Earnings, after tax of £1.56m (£890,557), are shown up from 3.18p to 4.32p.

The book value of the group's properties at the year end was £56.04m (£54.72m) and capital reserves stood at £50.82m (£48.32m).

Life is not exactly a piece of cake for UK brick manufacturers these days and Istock Johnsen is beginning a downward slide which could take it well beyond its one-third pre-tax decline at the interim stage. By the end of this year the company may produce as little as £2.5m pre-tax against £4.7m in 1979. The group has already added £5m to its net borrowings, bringing them up to £23m in late August and suggesting a capital gearing of 50 per cent. Meanwhile with an additional £1m of interest charges the income gearing stands at an uncomfortable 65 per cent. Although UK earnings were up at the half-way stage, the U.S. operations fell £498,000 into a

comment

comment

comment

comment

comment

comment

comment

## Higher charges leave Sparrow 30% down at six months

STRUCK AFTER much higher depreciation and interest charges, the taxable surplus of G. W. Sparrow & Sons, crane hire group, came out 30 per cent lower at £437,000 for the first half of 1980, against £624,000. Turnover expanded from £8m to £12.2m, a rise of 27 per cent.

With trading conditions indicating no improvement, no signs of any immediate cut in interest rates, and the effects on second-half figures from the first national crane drivers strike, the directors feel it imprudent to make any forecast for the full year—profit for the whole of 1979 was a record £1.6m.

They add, however, that Sparrow will emerge from the economic recession a stronger group, and remain as confident

of the future as ever once the recession is over.

Stated earnings per 20p share are 4.22p against 6.43p but the interim dividend is effectively raised to 0.28p (0.304p) net costing £77,000 (£70,000)—last year's adjusted total payment was 2.04p.

Trading profit for the six months was well up at £2.65m (£2.04m) but depreciation took £1.04m (£764,000) and interest £1.18m (£856,000). After tax of £33,000 (£36,000) and dividends the retained amount was £327,000 compared with £518,000.

Sparrow has formed a joint venture company with Montaleve SA of Voreppe, France, called Montaleve-Sparrow SARL—based in France—which, the directors say, should increase group turnover.

In the last full year, the company incurred pre-tax losses of £87,000—no dividends have been paid since 1974.

The company has received planning permission for a new site in South Wales and it is hoped that production will commence on November 1. In addition, a planning application has been submitted for a further site.

The pilot plant for small scale operations commissioned last year is now in operation at the second site. The results from this installation have been most encouraging and the company therefore intends to manufacture an additional plant of the same type.

In these circumstances, the company has been establishing exports to the Continent. Although freight rates and the strong pound can be a disadvantage, it is intended to develop this business to provide greater security for the company's operations.

Despite the strength of British Shoe Corporation in the footwear sector and a good winter season for bookmakers William Hill, profit of Sears Holdings, to be reported on Tuesday, may have faded slightly in the first half. The pre-tax figure could be £33m compared with £37.6m in the same period last year. Sears' other retail operations, especially Selfridges and Miss Selfridge, have suffered from the disastrous trading conditions in central London and its motor dealers ran into trouble in the second quarter. It was hoped that the engineering division would break even this year but that milestone has probably been

## Results due next week

Company	Announcement due	Dividend (p)	Last year	This year
FINAL DIVIDENDS				
Amsted Consumer Electronics	Wednesday	0.75	1.05	1.05
Bain Group	Monday	0.75	0.75	0.75
Bolton (Wm.) Group	Monday	0.75	0.75	0.75
BPM Holdings	Wednesday	1.00	1.00	1.00
Campan International	Monday	1.25	1.25	1.25
Candley (Printing)	Monday	1.50	1.50	1.50
Footwear Industry Investments	Monday	1.50	1.50	1.50
Kent (M. P.)	Wednesday	0.35	1.00	0.5
Lawrie	Wednesday	1.50	1.50	1.50
London & Strathclyde Trust	Wednesday	1.50	1.50	1.50
Photo-Met International	Thursday	2.21	7.23	3.15
Reine Engineering Industries	Thursday	0.25	0.55	0.25
Town Centre Securities	Thursday	0.50	0.50	0.50
INTERIM DIVIDENDS				
Allied Plant Group	Monday	0.7	0.75	0.75
Amalgamated Power Engineering	Wednesday	3.00	8.00	8.00
Associated Book Publishers	Friday	0.5	0.7	0.7
Atlas Electric & General Trust	Thursday	0.9	2.1	2.1
Bancroft	Thursday	0.5	1.05	1.05
Bilton	Monday	2.5	4.4	4.4
Corporation Holdings	Thursday	1.25	1.45	1.45
Brax Engineering Holdings	Thursday	0.25	0.75	0.75
Cape Industries	Monday	1.25	1.25	1.25
Cartwright (R.) Holdings	Thursday	1.75	2.5	2.5
Charles International	Wednesday	1.75	4.25	4.25
Clifford Holdings	Wednesday	1.5	2.5	2.5
Empire Stores (Bradford)	Wednesday	2.4	2.7	2.7
England (J. E.) & Sons (Wellington)	Friday	—	0.4	0.4
Fennell Electronics	Thursday	1.3	2.1	2.1
Finlay (John)	Thursday	1.0	1.5	1.5
Finlay (James)	Thursday	2.75	3.0	3.0
Finlay & Sons	Friday	1.0	2.0	2.0
Freemantle (London S.W.8)	Monday	1.5	2.0	2.0

Announcements due	Dividend (p)		This year Int.	Company
	Last year	Final		
Wednesday	—	—	—	Green Economist Group .....
Tuesday	0.5776	1.05	1.0	Hambro Life Assurance .....
Tuesday	0.5	0.95	0.5	Harrie Queensway Group .....
Monday	1.28233	1.1809	1.4375	Heaven-Stuart Plant .....
Tuesday	—	0.42	—	Higgs & Hill .....
Monday	1.54	3.5	1.54	Holt Lloyd International .....
Wednesday	0.265	0.5	1.9	Houm of Larose .....
Wednesday	1.05	1.9126	1.676	Huntingdon Petroleum Services .....
Wednesday	0.6	1.78	0.7	Jarvis (S.) & Sons Holdings .....
Monday	0.71	0.97	3	Laird Properties .....
Monday	0.268	0.56952	0.288	Leamy Products .....
Thursday	—	0.95957	—	Lloyd International .....
		0.95957		Mines Holdings .....
				Moss Bros .....
				Richardson (Lalor) .....
Monday	0.7	0.875		Rockswell Group .....
Wednesday	3.08	8.05		Sandwich Corporation .....
Friday	2.8	4.7		Sears Holdings .....
Thursday	0.9	2.1		Scintillat Holdings .....
Monday	2.5	1.125		Siddekins Lubricants .....
Monday	2.5	4.4		United Carrim .....
Thursday	1.257	1.435		Vesper .....
Thursday	0.25	0.78		
Tuesday	8.9	7.3		
Tuesday	1.725	2.9		INTERIM FIGURES
Wednesday	1.4	2.5		Aswood Co. .....
Tuesday	0.4	2.2		Bruntons (Mossesburgh) .....
Wednesday	2.8	2.7		Imry .....
Thursday	2.4	2.2		Hewitt .....
Friday	1.3	0.4		Holt (Joseph) .....
Thursday	1.0	2.3		News International .....
Monday	2.76	3.0		Title of Loans .....
Monday	1.0	2.0		
Monday	1.5	2.0		

Dividends shown net pence per share

1. Second, 2. Third, 3. Interim







## Early firmness on Wall St.

[illegible]

# Early firmness

PRICES EDGED higher over a wide front to active trading on Wall Street yesterday, after the expectations of the Reuters Report, late in the day, will show Money Supply declined.

By 1 pm the Dow Jones Industrial Average was up 4.26 to 946.50, making a net rise of 10.00 on the week. The NYSE All Company Index at \$74.50, gained 54 cents on bid day and \$1.51 on the week, while advances led declines by a nine-to-four majority. Trading volume was 4,589,000 shares to 37.11m, compared with 1 pm on Thursday.

A drop in the Money Supply would ease pressure on the Federal Reserve to tighten credit further.

The Stock Market was aided early on by news that Wholesale Prices fell 0.2 per cent to September. But the Labor Department later said the drop resulted from a change in the calculation of the index.

A number of Blue Chips recorded small gains. General Motors rose \$1 to \$524, U.S. Steel \$1 to \$211, General Electric \$1 to \$534, Procter and Gamble \$1 to \$721 and General Foods \$1 to \$340.

Computer and High Technology issues were strong. Active IBM gained \$1 to \$861, Honeywell \$13 to \$584, Hewlett-Packard \$21 to \$782, Control Data \$1 to \$701 and Computervision \$4 to \$65.

Credit issues were weak, while Oils were mixed after their recent gains, as were Defence issues.

Among the active issues, Atlantic Richfield added \$1 at \$577 and Mobil \$1 at \$721, but Chevron \$1 to \$721.

THE AMERICAN SEI Market Value Index put on 0.24 to 339.45, making a rise of 4.99 on the week, although the trading volume decreased 404,000 shares to 3.22m.

Computer and Health Care issues were strong. Health-Chem rose \$1 to \$144 and Beverly Enterprises \$1 to \$151 to active trading. Syntex improved \$1 to \$551.

Active Matrix jumped \$24 to \$321 and Wang Laboratories "B" \$21 to \$511. Amstar moved up \$1 to \$301 and Timesplex \$11 to \$26.

## Canada

Markets were lower in moderate trading around noon yesterday, when the Toronto Composite Index fell 8.6 to 2,273.3 and close of 14 sub-indices declined.

The Gold Star Index lost \$2.0 to 5,875.7, Oil and Gas 35.1 to 4,618.6 and Banks 1.63 to 371.36.

Papers, however, rose 1.40 to 201.02, Utilities 0.45 to 272.05, and Metals and Minerals 1.9 to 2,574.2.

Royal Trustco "A" dipped \$1 to \$171 on light volume. Campeau has abandoned its takeover bid for the company after failing to receive majority control.

Real Estates and Constructions eased on higher interest rates.

## Australia

Share prices were mixed on the eve of the Labor Day weekend, as attention was concentrated on a handful of special situations.

Aided by Peko-Wallasey's practice role in a contract oil-fromal project at MtU-Merran in Queensland, Peko shares rose 30 cents to a record AS12.10, with buyers willing to pay AS12.20 at the close. Oil Co. Australia, which is involved in the deal, gained 5 cents to 50 cents.

Another popular stock Amber Gold, which when queried by its Home Exchange, Adelaide, reported that it had assumed options over some gold leases on the Mount Marget Gold Fields, near Leonora, Western Australia.

Elsewhere, Gold Mines traded erratically, but Base Metal leaders were generally firm.

Shale Oil eased back somewhat but Conventional's held steady.

BRP, which increased its interim payment, led Industrials with a 20 cents rise to a 10-year high of AS16.15.

## Germany

Leading shares closed below their highs of the day, as the Commerzbank Index was at 44.1730.90.

Lively turnover in the first hour of trading traded off towards the close, with the east German market showing some hope of easier Bundesbank credit policies.

Banks, which benefited from slightly firmer Domestic Bank, were weak, led by DM 1.00 by Deutsche Bank.

BMW gained DM 1 in 19.10 Motors.

On the Domestic Bond Market, Public Authority Loans gained, while Treasury bonds and Bundesbank sold DM 47m net at a stock.

## Paris

French shares were again in demand in a busy pre-weekend session.

Observers said investors have been encouraged by the overnight buoyancy of Wall Street and "Arab" reports that Saudi Arabia intends to increase oil output to offset the fall in supply caused by the Iran-Iraq conflict. Also helping sentiment was the second quarter-point cut in the French Call Money Rate in its last days.

Electrics were weak, despite the market's generally firm tone, while Constructions, Mechanicals and Portfolios were mixed.

Among Foreign shares, U.S. stocks, Germany and Gold Mines were steady to firm, while Coppers and Dutch issues were mixed.

## Brussels

Generally higher in active trading.

An analyst said the market was anxiously awaiting the outcome of Budget talks that threatened to bring down the Government of Prime Minister Wilfried Martens.

## Tokyo

The Stock Market Average rose 22.84 to close at a record 7,162.24 in fairly active trading — 320m shares — bolstered by persistent foreign demand for "big-capital" issues.

Stals, Heavy Electricals and Shipbuilding led the gains on active foreign buying.

Mitsubishi Electric, whose framework of foreign ownership of its shares was expanded to 30 per cent, rose Y8 to 239.

Electrics were generally higher after a minor setback in recent days, with Seiyu on Y22 to 3190, Matsushita Electric Y23 to 840 and Sharp Y29 to 820.

But Oils, Coals, some front-running Pharmaceuticals and speculatives were lower on profit-taking.

## Hong Kong

Generally firm in quiet trading, due to a strong market rumor of a takeover of the Anglo-Sino HK\$25.2 and Hong Kong Land, up 20 cents at HK\$18, would announce a weekend bid for the Wheelock Marden Group.

However, seller brokers and well placed market sources discounted the rumor.

Domestic stocks declined to the day's lows in the morning with the Hang Seng Index falling 8.04, on news Citibank had raised the U.S. Prime rate to 14 per cent.

But they recovered later as estimates of the expected weekend decline in London were pared down to one per cent from Thursday's estimates of between 13 and 2 per cent.

## Singapore

Prices rose fractionally in fairly quiet trading.

Times improved, but Properties, Banks and Plantations were mixed.

Some Malaysia concerns posted gains on special situa-

tion, with major controlling holders buying stock.

## Japan

Leading shares closed below their highs of the day, as the Commerzbank Index was at 44.1730.90.

Lively turnover in the first hour of trading traded off towards the close, with the east German market showing some hope of easier Bundesbank credit policies.

Banks, which benefited from slightly firmer Domestic Bank, were weak, led by DM 1.00 by Deutsche Bank.

BMW gained DM 1 in 19.10 Motors.

On the Domestic Bond Market, Public Authority Loans gained, while Treasury bonds and Bundesbank sold DM 47m net at a stock.

## Brussels

Generally higher in active trading.

An analyst said the market was anxiously awaiting the outcome of Budget talks that threatened to bring down the Government of Prime Minister Wilfried Martens.

## Tokyo

The Stock Market Average rose 22.84 to close at a record 7,162.24 in fairly active trading — 320m shares — bolstered by persistent foreign demand for "big-capital" issues.

Stals, Heavy Electricals and Shipbuilding led the gains on active foreign buying.

Mitsubishi Electric, whose framework of foreign ownership of its shares was expanded to 30 per cent, rose Y8 to 239.

Electrics were generally higher after a minor setback in recent days, with Seiyu on Y22 to 3190, Matsushita Electric Y23 to 840 and Sharp Y29 to 820.

But Oils, Coals, some front-running Pharmaceuticals and speculatives were lower on profit-taking.

## Hong Kong

Generally firm in quiet trading, due to a strong market rumor of a takeover of the Anglo-Sino HK\$25.2 and Hong Kong Land, up 20 cents at HK\$18, would announce a weekend bid for the Wheelock Marden Group.

However, seller brokers and well placed market sources discounted the rumor.

Domestic stocks declined to the day's lows in the morning with the Hang Seng Index falling 8.04, on news Citibank had raised the U.S. Prime rate to 14 per cent.

But they recovered later as estimates of the expected weekend decline in London were pared down to one per cent from Thursday's estimates of between 13 and 2 per cent.

## Singapore

Prices rose fractionally in fairly quiet trading.

Times improved, but Properties, Banks and Plantations were mixed.

Some Malaysia concerns posted gains on special situa-

tion, with major controlling holders buying stock.

## Japan

Leading shares closed below their highs of the day, as the Commerzbank Index was at 44.1730.90.

Lively turnover in the first hour of trading traded off towards the close, with the east German market showing some hope of easier Bundesbank credit policies.

Banks, which benefited from slightly firmer Domestic Bank, were weak, led by DM 1.00 by Deutsche Bank.

BMW gained DM 1 in 19.10 Motors.

On the Domestic Bond Market, Public Authority Loans gained, while Treasury bonds and Bundesbank sold DM 47m net at a stock.

## Brussels

Generally higher in active trading.

An analyst said the market was anxiously awaiting the outcome of Budget talks that threatened to bring down the Government of Prime Minister Wilfried Martens.

## Tokyo

The Stock Market Average rose 22.84 to close at a record 7,162.24 in fairly active trading — 320m shares — bolstered by persistent foreign demand for "big-capital" issues.

Stals, Heavy Electricals and Shipbuilding led the gains on active foreign buying.

Mitsubishi Electric, whose framework of foreign ownership of its shares was expanded to 30 per cent, rose Y8 to 239.

Electrics were generally higher after a minor setback in recent days, with Seiyu on Y22 to 3190, Matsushita Electric Y23 to 840 and Sharp Y29 to 820.

But Oils, Coals, some front-running Pharmaceuticals and speculatives were lower on profit-taking.

## Hong Kong

Generally firm in quiet trading, due to a strong market rumor of a takeover of the Anglo-Sino HK\$25.2 and Hong Kong Land, up 20 cents at HK\$18, would announce a weekend bid for the Wheelock Marden Group.

However, seller brokers and well placed market sources discounted the rumor.

Domestic stocks declined to the day's lows in the morning with the Hang Seng Index falling 8.04, on news Citibank had raised the U.S. Prime rate to 14 per cent.

But they recovered later as estimates of the expected weekend decline in London were pared down to one per cent from Thursday's estimates of between 13 and 2 per cent.

## Singapore

Prices rose fractionally in fairly quiet trading.

Times improved, but Properties, Banks and Plantations were mixed.

Some Malaysia concerns posted gains on special situa-

tion, with major controlling holders buying stock.

## Japan

Leading shares closed below their highs of the day, as the Commerzbank Index was at 44.1730.90.

Lively turnover in the first hour of trading traded off towards the close, with the east German market showing some hope of easier Bundesbank credit policies.

Banks, which benefited from slightly firmer Domestic Bank, were weak, led by DM 1.00 by Deutsche Bank.

BMW gained DM 1 in 19.10 Motors.

On the Domestic Bond Market, Public Authority Loans gained, while Treasury bonds and Bundesbank sold DM 47m net at a stock.

## Brussels

Generally higher in active trading.

An analyst said the market was anxiously awaiting the outcome of Budget talks that threatened to bring down the Government of Prime Minister Wilfried Martens.

## Tokyo

The Stock Market Average rose 22.84 to close at a record 7,162.24 in fairly active trading — 320m shares — bolstered by persistent foreign demand for "big-capital" issues.

Stals, Heavy Electricals and Shipbuilding led the gains on active foreign buying.

Mitsubishi Electric, whose framework of foreign ownership of its shares was expanded to 30 per cent, rose Y8 to 239.

Electrics were generally higher after a minor setback in recent days, with Seiyu on Y22 to 3190, Matsushita Electric Y23 to 840 and Sharp Y29 to 820.

But Oils, Coals, some front-running Pharmaceuticals and speculatives were lower on profit-taking.

## Hong Kong

Generally firm in quiet trading, due to a strong market rumor of a takeover of the Anglo-Sino HK\$25.2 and Hong Kong Land, up 20 cents at HK\$18, would announce a weekend bid for the Wheelock Marden Group.

However, seller brokers and well placed market sources discounted the rumor.

Domestic stocks declined to the day's lows in the morning with the Hang Seng Index falling 8.04, on news Citibank had raised the U.S. Prime rate to 14 per cent.

But they recovered later as estimates of the expected weekend decline in London were pared down to one per cent from Thursday's estimates of between 13 and 2 per cent.

## Singapore

Prices rose fractionally in fairly quiet trading.

Times improved, but Properties, Banks and Plantations were mixed.

Some Malaysia concerns posted gains on special situa-

tion, with major controlling holders buying stock.

## Japan

Leading shares closed below their highs of the day, as the Commerzbank Index was at 44.1730.90.

Lively turnover in the first hour of trading traded off towards the close, with the east German market showing some hope of easier Bundesbank credit policies.

Banks, which benefited from slightly firmer Domestic Bank, were weak, led by DM 1.00 by Deutsche Bank.

BMW gained DM 1 in 19.10 Motors.

On the Domestic Bond Market, Public Authority Loans gained, while Treasury bonds and Bundesbank sold DM 47m net at a stock.

## Brussels

Generally higher in active trading.

An analyst said the market was anxiously awaiting the outcome of Budget talks that threatened to bring down the Government of Prime Minister Wilfried Martens.

## Tokyo

The Stock Market Average rose 22.84 to close at a record 7,162.24 in fairly active trading — 320m shares — bolstered by persistent foreign demand for "big-capital" issues.

Stals, Heavy Electricals and Shipbuilding led the gains on active foreign buying.

Mitsubishi Electric, whose framework of foreign ownership of its shares was expanded to 30 per cent, rose Y8 to 239.

<

## dices

Nthn. Telecom.	40	58%
Oakwood Pkt.	20	19%
Omni	4.10	400
Pacific Cooper	4.00	30
Pan Petrol.	27.6	80
Petline	58	38
Placer Dev.	2.00	10
Power Corp.	18	17%
Ranger Strg.	8	8%
Ranger Oil	44	44%
Read Steffen A.	11	11
Re Algonit	68.9	38
Royal Bank	20	20
Royal Trustco A.	18.1	19%
Sceptre Res.	15.1	15%
Seal Can.	29.4	29%
Steel of Ont.	30	30%
Steel Oil Gas	30	30%
Tekok B.	20%	20%
The Bank of N.S.W.	20	20
Thomson Hwa's A.	91.1	20
Toronto Dom Bk.	30	30%
Trans Am.	91.1	91%
Trans Mtn Oil A.	14	14%
Union Ship Cos.	21	81%
Wardlaw & Co.	11.9	11%
Warrior Res.	11.95	10.62
Western Union	12.5	12%
Weston's Gae.	35	35%

GERMANY		
Oct. 5	Price	+ or -
Asa	94.9	+0.4
ASEA	450	+0.4
Atlas Copco	151.8	+0.4
Bofors	97.5	+0.4
Scania	258	-0.8
Esselte	311	+1.6
Fagersta	106	-0.6
Gröndals	168	-1.0
No ord Dord	885.8	+1.0
Saab-Saaba	161.2	+0.0
Skandia	966.0	+0.0
Skane Enklidde	208	-
Svenska Papper	201	-1
Sven Handelsb.	287.0	+0.1
Uddevalfva	126	+0.1
Valvo	129.9	+0.1
Oesteche Bank	141	+0
Dyck Lloynd	161	+0
GNV	68.1	-1.4
Hesap Zismt.	112.8	+0.6
Heescht	63.0	+0.1
Hofmann (F)	165	-0.5
Horten	125.8	-0.5
Kall und Sak	106.0	-0.5
Karstadt	133	-0.5
Kaufhof	194	+1
KWD	208	+0.1
Kloster	42	+0.1
Krupp	57	+0.1
LD	314.1	+1.8
Lufthansa	72.7	-
MAN	198	-1.0
Mercedes Hlg	344	+0.5
Messerschmid	286	-
Muench Bank	520	-0.8
Preussag	181.6	-0.8
Rhein West Loest	185	+1.6
Schindler	225.8	-
Siemens	72	+0.3
Swiss Indus.	50.8	-
Varza	174	+0.3
Veba	139.7	-1.0
Winterthur	279	+0.3
Volvo	214	+0.3

JAPAN		
Oct. 5	Price Yen	+ or -
Ajinomoto	710	-18
Amada	840	+8
Asahi Glass	570	-
Bridgestone	720	+12
Canon	720	+12
Daikin	720	+12
Daiichi	700	-
OKI Indus. Plst.	408	-
Osaka Steel	408	-
Daewa House	408	-
Yoshi Salts	378	-
Ebara	378	-
Eisel	1,070	-30
Fuji Photo	1,070	-30
Fujifilm	748	+14
Fujitsu	1,080	+30
Green Cross	1,930	-30
Hasegawa	578	-
Hitachi	330	-
Hitachi Koki	582	+8
Hosoda	512	+8
Hosoda Food	512	+8
Itoh (C)	406	-
Itoh (H)	548	+80
JACCS	523	+10
Junjo	590	+10
Kajima	605	-
Kashiyama	670	-10
Kishikawa	408	-
Kobayashi	578	+28
Kokuyo	281	-
Komatsu P.M.	970	-
Konishiroku	610	-8

SWEDEN		
Oct. 5	Price Kroner	+ or -
Asa	138	-1
ASEA	62.5	-
Atlas Copco	87.5	-
Bofors	106.5	-0.0
Scania	76	-1
Esselte	147	-
Fagersta	72.0	-
Gröndals	59.5	-0.5
No ord Dord	75.0	+1.4
Saab-Saaba	73.0	-1
Skandia	248	-
Skane Enklidde	137	-
Svenska Papper	70.0	+1
Sven Handelsb.	50.0	+0.6
Uddevalfva	62.5	+0.0
Valvo	62.5	+0.0

SWITZERLAND		
Oct. 5	Price Frs.	+ or -
Alusuisse	1,270	-5
Brown Boveri	1,270	-
Dubs-Goly	1,060	-
De Part Oer	1,060	-
Emitt (Suz)	9,945	+10
Geigy	9,945	+10
Fischer (See)	945	-10
Hoff-Rothschold	59,600	-500
Industrie LTO	9,945	-10
Interfood	9,945	-10
Jelmoli	1,270	-5
Karl & Gy	1,270	-5
Hestle	1,270	-5
Ger-Bundris	1,270	-5
Sandoz (Br.)	1,270	-5
Sandoz (Fr. Ost)	1,270	-5
Schindler (Swiz)	1,270	-5
Swissair	1,270	-5
Swiss Bank	1,270	-5
Swiss Indus.	1,270	-5
Swiss Volksw.	1,270	-5
Union Bank	1,270	-5
Zurich Ins.	1,270	-5

SOUTH AFRICA		
Oct. 5	Price Rand	+ or -
Aburum	3.65	-0.05
AG & C	0.1	+0.1
Anglo Am. Cp.	91.2	-
Anglo Am. Gd.	135	-0.5
Burford	1.95	+1.1
Currie Finance	5.90	-
De Beers	12.80	-0.10
East Drie	41	-
Gold Fields SA	1.11	-
Highveld Steel	2.65	-
Kloof	4.75	-
Koos	17.9	-1.20
OK Bazzars	47.0	-
Protea Hous.	2.45	-0.10
Rennies	3.58	-
Rust Pl.	5.90	-
SA Brews	2.10	+0.05
SA Sugar	16.50	-
Smith Oils	17.10	-0.05
Unilever	20.00	-0.05

BRAZIL		
Oct. 0	Price Cent.	+ or -
Santos Bldg.	1.50	-0.04
Santos Itau.	1.28	-0.04
Santos P.M.	3.10	-0.04
Lojas Am.	3.10	-0.04
Parabrazo PP.	2.70	-0.04
Santos Cr.	2.70	-0.04
Unip Par.	5.80	-0.04
Sao Rio Doca	5.80	-0.04

FINANCIAL REND US\$25.00 (Discount of 25%)		
Power, Cr. 513.38, Yr. 10.88		
Source: Rio de Jan. 10.88		

NOTES-Price on this page are in US\$ and are not traded prices, 50¢ and 1¢ are not traded prices,		
---	--	--







## BANKS (149)

[illegible]

Thursday, October 2	20,593
Wednesday, October 1	21,816
Tuesday, September 30	20,326
Monday, September 29	19,202
Friday, September 26	22,215
Thursday, September 25	20,127

[illegible]

has been appointed a vice-president of the **ENGINEERING EMPLOYERS' FEDERATION**.

★

**Mr. Ronald J. Harrison** has been appointed chief executive of **CANADA PERMANENT TRUST COMPANY (UK)**. Previously he was chairman and managing director of Commercial Credit.

★

**Mr. John Frain** has resigned his position as managing director of **WEA RECORDS**.

★  
Dr. Wolfgang Mosshacher, a senior executive in the export department of the Holsten Brauerei in Hamburg, has been made a director of HOLSTEN DISTRIBUTORS of the UK.  
★

The Employment Secretary has reappointed Mr. Bill Simpson as chairman of the HEALTH AND SAFETY COMMISSION.

★

Dr. Alan Baddeley has been appointed to the new position

of external affairs secretary of the UK Offshore Operators Association. The post is to enable the Association to maintain its close contact with the growing number of Government departments and regulatory agencies concerned with the offshore oil industry and to work with it.

Mr. Thomas L. Beagly has been appointed the eighth member of DOVER HARBOUR BOARD for a term of three years, ending on September 30, 1983.

**★**  
**THE BRITISH GAS CORPORATION** has appointed Mr. Allan Sutcliffe a deputy chairman of the West Midlands Region from December 1. At present, Mr. Sutcliffe is director of finance of Wales Gas. He is also a director of Manxgas.

Mr. Derek Casey has been appointed director of sales. Ready Mix Concrete division of WILLMENT HOLDINGS. He will also join the Boards of Willment Ready Mix Concrete and Neolux (Portland).

★  
Captain William T. Benson has been elected executive vice president of SUWANNEE RIVER LINE INC., a wholly-owned subsidiary of Occidental Petroleum Corporation. He will be responsible for administration of contracts for Eastern Occidental.

■ Hambros Bank .....	15 %
■ Hill Samuel .....	\$16 ½
■ C. Hoare & Co. ....	18 ½

Hongkong & Shanghai	16	%
Industrial Bk. of Scot.	16	%
Keyser Ullmann	16	%
Knowsley & Co. Ltd.	18	%
Langris Trust Ltd.	16	%
Lloyds Bank	16	%
Edward Mansoe & Co.	17	%
Midland Bank	16	%
■ Samuel Montagu	16	%

■ Morgan Crenfell .....	16	%
National Westminster .....	18	%
Norwich General Trust .....	16	%
P. S. Refson & Co. ...	16	%
Rossminster .....	16	%
Ryl. Bk. Canada (Ldn.) .....	16	%
Schlesinger Limited ...	16	%
E. S. Schwab .....	16	%
Security Trust Co. Ltd. ....	17	%

Standard Chartered .....	16	%
Trade Dev. Bank .....	16	%
Trusts Savings Bank .....	16	%
Twentieth Century Bk. ....	16	%
United Bank of Kuwait .....	16	%
Whiteaway Laidlaw ...	16 1/2	%
Williams & Glyn's .....	16	%
Wintrust Secs. Ltd. ....	16	%
Yorkshire Bank .....	16	%

- Members of the Accepting Houses Committee.
- 7-day deposits 14%, 1-month deposits 14%.
- † 7-day deposits on sums of £10,000 and under 14%, up to £50,000 14½% and over £50,000 15%.
- ‡ Call deposits over £1,000 14%.
- § Over 52 deposits 14½%.

1. *Chlorophyll a* and *Chlorophyll b* were determined by the method of Arar and Collins (1971). The concentration of chlorophylls was expressed as  $\mu\text{g mL}^{-1}$  of the sample.

C—D

[illegible]

Beecham Grp.  
33, 64ndLn. 8  
Beechwood Con

[illegible]

\_\_\_\_\_

ON THE WEEK—		No.	Closing		1980	1979
	Stock	Denomina- tion	price (p)	on change	high	low
BP	25p	55	40	+20	414	39
KCA Intl	25p	47	156	+8	173	4
RTZ 94pc Conv.Ltd.						
1995-2000	Nil/pd.	47	54pm	-7	115pm	5
GEC	25p	44	512	-1	540	33
Plessey	50p	42	233	+2	265	10
Shs'l Transport	25p	41	420	+3	452	31
Consolidated Copel	10p	38	182	+20	190	6
LASMO	25p	38	760	+25	820	33
Charterhal	5p	38	88	+12	87	5
CKN	25p	36	175	-1	279	17
Ultramar	25p	36	433	+7	445	39
Burmah Oil	25p	35	156	+2	249	16
BTR "New"	Nil/pd.	34	45pm	+6	56pm	4
ICI	£1	34	340	+10	402	34
Cons. Gold Fields	25p	33	637	-		

Denomina-	No
of	

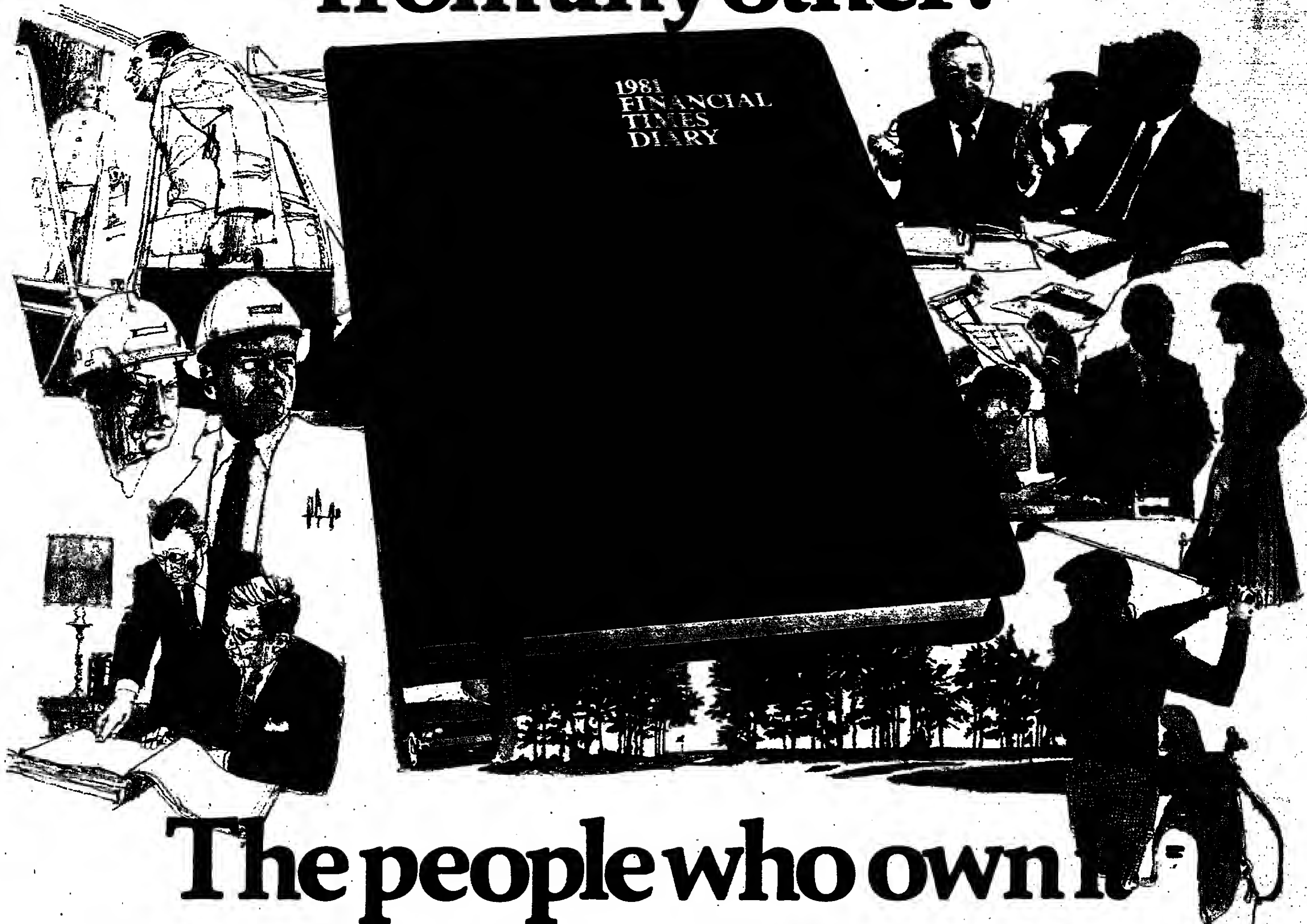
	Stock	tion marks	price (p)	on week	high	low
Spry Carromatics (L) ASD 50 171 1/16	BP	25p	55	404	+20	414
Spry Engineering (C) 258 177 44	KCA Intl	25p	47	156	+ 8	173 1/2
Spry Group (L) 258 177 44	RCT 99 pds. 100%	25p	47	156	+ 8	173 1/2
Spry Group (L) 258 177 44	1995-2001	Ni/pd.	47	156	+ 8	173 1/2
Spry Group (L) 258 177 44	GEC	25p	44	512	- 1	515pm
Spry Group (L) 258 177 44	Plessey	50p	42	233	+ 2	285
Spry Group (L) 258 177 44	Transp	50p	42	120	+ 3	452
Spry Group (L) 258 177 44	Cassess	10p	88	422	+20	190
Spry Group (L) 258 177 44	LASMO	Group	108	760	- 12	87
Spry Group (L) 258 177 44	Charterhall	5p	38	86	+12	87
Spry Group (L) 258 177 44	CKN	1/1	36	175	- 1	202
Spry Group (L) 258 177 44	Ultramar	25p	36	433	- 7	445
Spry Group (L) 258 177 44	BTR Oil	50p	35	158	+ 3	249
Spry Group (L) 258 177 44	BTX New	Ni/pd.	34	45pm	+ 8	5nm
Spry Group (L) 258 177 44	ICI	25p	33	687	-10	402
Spry Group (L) 258 177 44	Cons. Gold Fields	25p	33	687	-10	402







# What distinguishes the Financial Times Diary from any other?



## The people who own it

Owners of Financial Times Diaries are not in the habit of missing appointments, opportunities or planes.

For the kind of life they lead, they need a diary that does more than simply keep track of their business day.

The Financial Times Desk Diary is their natural choice.

Quite apart from being the most luxurious business diary you could own, the Financial Times Desk Diary provides a wealth of vital information. Like travel data on eighty countries... a six-page monthly expenses record... an English/French/German business vocabulary... and a 48-page colour atlas. The kind of information that's invaluable to someone who lives a full life and a busy one.

What other features help the Financial Times Diary owner organise his life in a business-like fashion? The removeable telephone/address book that slots into the following year's diary. And the extra two months of planning provided for by starting the diary in December 1980 and finishing it in January 1982.

### The 1981 Diary. More distinguished than ever

The 1981 Financial Times Desk Diary is even more impressive than the 1980 edition. Same hand-crafting, it's true. Same gold page-edging. Same difficult-to-make choice of smooth Black hide, rich Burgundy hide or superior quality Black leathercloth.

But this year we've made some important changes. The international travel section, for example, has been enlarged to 28 pages, making our Desk Diary a supremely useful aid to the frequent business traveller.

And for the first time, you can choose from two complete colour co-ordinated diary sets. Our matching Pocket Diary (with optional leather wallet) and Address Book now also come in both smooth Black and rich Burgundy leather.

### The business gift that distinguishes both giver and receiver

Every Financial Times Diary can be gold-blocked with names, initials, or your company logo on the front - a year-round daily reminder of the giver. Special publicity or information pages can be bound into the Desk Diary, enabling you to create your own "special edition."

There's no more subtle way of complimenting your clients. Or rewarding valued employees. And your company gains the prestige of being associated with Europe's leading business newspaper.

This year, give the most distinguished and appreciated business gift of all. Financial Times Diaries. Post the coupon today to purchase or request further details. We'll be glad to send you details of our greetings and compliment slip service, and our worthwhile discounts on orders of 25 or more.

Alternatively, simply phone 01-405 6969 between 9.30 am and 5.30 pm for further information.

Diary Department, Financial Times Business Publishing, 2 Greystoke Place, Fetter Lane, London EC4A 3ND

## Financial Times Diary 1981

### Order Form

Post to: Diary Department, Financial Times Business Publishing Ltd., FREEPOST, London EC4A 4QJ. (No stamp needed)

YES, please send the following	Price	Quantity
Desk diary, calf leather, black	£29.72	
Desk diary, calf leather, burgundy	£21.67	
Desk diary, leathercloth	£12.93	
Pocket diary, black	£ 7.47	
Pocket diary, burgundy	£ 6.32	
Pocket diary & wallet, black	£16.67	
Pocket diary & wallet, burgundy	£14.37	
Address book, black	£16.10	
Address book, burgundy	£13.80	

Prices include p&p and VAT for UK only. For prices overseas, please tick box ☐

Gold Blocking  
Initials only: £1.21 per item. Initials and name: £2.07 per item.

If you require this service please give precise instructions for each item.

Free colour leaflet  
Please send me fully descriptive leaflet ☐

Discounts of up to 25%  
Please send me details of bulk discounts ☐

I enclose crossed cheque/P.O. for £\_\_\_\_\_ payable to

"FT. Business Publishing (DY)"

Payment may also be made by credit card.

Tick choice ☐ ☐ ☐ ☐

Signature \_\_\_\_\_

Name (Mr/Mrs/Miss/Ms) \_\_\_\_\_

(PLEASE PRINT)

Address \_\_\_\_\_

(PLEASE PRINT)

Postcode \_\_\_\_\_

Tel: \_\_\_\_\_

The Financial Times Diary is also available at Harrods, Ryman and other selected stores.  
Financial Times Business Publishing Ltd., Reg'd Office Bracken House, 10 Cannon Street, London EC4A 4BY. Reg'd No. 980896.





BY RACHEL BILLINGTON

Oxbridge cliques could so consistently dominate the media. Wilmut does show in practical terms just how easy it is for one generation to pull the next out of board. He also addresses a more interesting variant of the question, namely why such talented young people should choose a career in entertainment rather than in a vocation for which academe might have been expected to prepare them.



## NEW HIGHS AND LOWS FOR 1980

South African Golds. The Gold Mines index slipped 6.3 more to 509.5, but remained 9.7 firmer the week thanks to Wednesday's advance of 27.4.

Financials fell back reflecting the decline in Golds coup with widespread losses in the metal prices. Gold Fields dropped 13 to 637p but its bearer remained firm at 760p after a day's gain of 10, following renewed overseas interest.

Charter met with profit-taking and relinquished 7 to 386p, while the uninspiring intarim figure left Tanks 6 cheaper at 324p. BTZ dropped 8 more to 442p.

Peke-Wallend's leading r in Queensland's new oil-from-c project encouraged renew purchasing of the company's sha

which advanced 20 more to year's high of 600p—up 45 on the week. Oil Company of Australia also involved in the project gained 3 more to 25p, around higher over the week.

The Rundle twins were well supported and reached 18 1/2 highs, having gone ex the nine for one scrip issues on Monday. Central Pacific put on 15 to 40 and Southern Pacific 5 to 15.

Tins advanced again followi-

**ES STOCK INDICES**

Oct. 1	Sept. 30	Sept. 29	Sept. 26	A year ago
70.74	70.18	69.74	70.02	72.51
71.58	71.34	71.35	71.47	73.99
483.2	481.0	476.6	481.0	480.4
524.3	496.9	497.9	499.8	222.0
7.61	7.83	7.72	7.63	6.61
17.16	17.21	17.41	17.22	17.16
7.13	7.11	7.03	7.11	7.11
21.818	20.398	19.209	22.215	21.152

131.87	117.53	105.73	143.27	108.92
15,250	15,621	15,684	18,866	17,304

2. Noon 479.7, 1 pm 473.2,  
3 pm 478.7,  
4 pm 480.2,  
5 pm 482.6,  
6 pm 484.2,  
7 pm 485.7,  
8 pm 487.2,  
9 pm 488.7,  
10 pm 490.2,  
11 pm 491.7,  
12 am 493.2,  
1 am 494.7,  
2 am 496.2,  
3 am 497.7,  
4 am 499.2,  
5 am 500.7,  
6 am 502.2,  
7 am 503.7,  
8 am 505.2,  
9 am 506.7,  
10 am 508.2,  
11 am 509.7,  
12 pm 511.2,  
1 pm 512.7,  
2 pm 514.2,  
3 pm 515.7,  
4 pm 517.2,  
5 pm 518.7,  
6 pm 520.2,  
7 pm 521.7,  
8 pm 523.2,  
9 pm 524.7,  
10 pm 526.2,  
11 pm 527.7,  
12 am 529.2,  
1 am 530.7,  
2 am 532.2,  
3 am 533.7,  
4 am 535.2,  
5 am 536.7,  
6 am 538.2,  
7 am 539.7,  
8 am 541.2,  
9 am 542.7,  
10 am 544.2,  
11 am 545.7,  
12 pm 547.2,  
1 pm 548.7,  
2 pm 550.2,  
3 pm 551.7,  
4 pm 553.2,  
5 pm 554.7,  
6 pm 556.2,  
7 pm 557.7,  
8 pm 559.2,  
9 pm 560.7,  
10 pm 562.2,  
11 pm 563.7,  
12 am 565.2,  
1 am 566.7,  
2 am 568.2,  
3 am 569.7,  
4 am 571.2,  
5 am 572.7,  
6 am 574.2,  
7 am 575.7,  
8 am 577.2,  
9 am 578.7,  
10 am 580.2,  
11 am 581.7,  
12 pm 583.2,  
1 pm 584.7,  
2 pm 586.2,  
3 pm 587.7,  
4 pm 589.2,  
5 pm 590.7,  
6 pm 592.2,  
7 pm 593.7,  
8 pm 595.2,  
9 pm 596.7,  
10 pm 598.2,  
11 pm 599.7,  
12 am 601.2,  
1 am 602.7,  
2 am 604.2,  
3 am 605.7,  
4 am 607.2,  
5 am 608.7,  
6 am 610.2,  
7 am 611.7,  
8 am 613.2,  
9 am 614.7,  
10 am 616.2,  
11 am 617.7,  
12 pm 619.2,  
1 pm 620.7,  
2 pm 622.2,  
3 pm 623.7,  
4 pm 625.2,  
5 pm 626.7,  
6 pm 628.2,  
7 pm 629.7,  
8 pm 631.2,  
9 pm 632.7,  
10 pm 634.2,  
11 pm 635.7,  
12 am 637.2,  
1 am 638.7,  
2 am 640.2,  
3 am 641.7,  
4 am 643.2,  
5 am 644.7,  
6 am 646.2,  
7 am 647.7,  
8 am 649.2,  
9 am 650.7,  
10 am 652.2,  
11 am 653.7,  
12 pm 655.2,  
1 pm 656.7,  
2 pm 658.2,  
3 pm 659.7,  
4 pm 661.2,  
5 pm 662.7,  
6 pm 664.2,  
7 pm 665.7,  
8 pm 667.2,  
9 pm 668.7,  
10 pm 670.2,  
11 pm 671.7,  
12 am 673.2,  
1 am 674.7,  
2 am 676.2,  
3 am 677.7,  
4 am 679.2,  
5 am 680.7,  
6 am 682.2,  
7 am 683.7,  
8 am 685.2,  
9 am 686.7,  
10 am 688.2,  
11 am 689.7,  
12 pm 691.2,  
1 pm 692.7,  
2 pm 694.2,  
3 pm 695.7,  
4 pm 697.2,  
5 pm 698.7,  
6 pm 700.2,  
7 pm 701.7,  
8 pm 703.2,  
9 pm 704.7,  
10 pm 706.2,  
11 pm 707.7,  
12 am 709.2,  
1 am 710.7,  
2 am 712.2,  
3 am 713.7,  
4 am 715.2,  
5 am 716.7,  
6 am 718.2,  
7 am 719.7,  
8 am 721.2,  
9 am 722.7,  
10 am 724.2,  
11 am 725.7,  
12 pm 727.2,  
1 pm 728.7,  
2 pm 730.2,  
3 pm 731.7,  
4 pm 733.2,  
5 pm 734.7,  
6 pm 736.2,  
7 pm 737.7,  
8 pm 739.2,  
9 pm 740.7,  
10 pm 742.2,  
11 pm 743.7,  
12 am 745.2,  
1 am 746.7,  
2 am 748.2,  
3 am 749.7,  
4 am 751.2,  
5 am 752.7,  
6 am 754.2,  
7 am 755.7,  
8 am 757.2,  
9 am 758.7,  
10 am 760.2,  
11 am 761.7,  
12 pm 763.2,  
1 pm 764.7,  
2 pm 766.2,  
3 pm 767.7,  
4 pm 769.2,  
5 pm 770.7,  
6 pm 772.2,  
7 pm 773.7,  
8 pm 775.2,  
9 pm 776.7,  
10 pm 778.2,  
11 pm 779.7,  
12 am 781.2,  
1 am 782.7,  
2 am 784.2,  
3 am 785.7,  
4 am 787.2,  
5 am 788.7,  
6 am 790.2,  
7 am 791.7,  
8 am 793.2,  
9 am 794.7,  
10 am 796.2,  
11 am 797.7,  
12 pm 799.2,  
1 pm 800.7,  
2 pm 802.2,  
3 pm 803.7,  
4 pm 805.2,  
5 pm 806.7,  
6 pm 808.2,  
7 pm 809.7,  
8 pm 811.2,  
9 pm 812.7,  
10 pm 814.2,  
11 pm 815.7,  
12 am 817.2,  
1 am 818.7,  
2 am 820.2,  
3 am 821.7,  
4 am 823.2,  
5 am 824.7,  
6 am 826.2,  
7 am 827.7,  
8 am 829.2,  
9 am 830.7,  
10 am 832.2,  
11 am 833.7,  
12 pm 835.2,  
1 pm 836.7,  
2 pm 838.2,  
3 pm 839.7,  
4 pm 841.2,  
5 pm 842.7,  
6 pm 844.2,  
7 pm 845.7,  
8 pm 847.2,  
9 pm 848.7,  
10 pm 850.2,  
11 pm 851.7,  
12 am 853.2,  
1 am 854.7,  
2 am 856.2,  
3 am 857.7,  
4 am 859.2,  
5 am 860.7,  
6 am 862.2,  
7 am 863.7,  
8 am 865.2,  
9 am 866.7,  
10 am 868.2,  
11 am 869.7,  
12 pm 871.2,  
1 pm 872.7,  
2 pm 874.2,  
3 pm 875.7,  
4 pm 877.2,  
5 pm 878.7,  
6 pm 880.2,  
7 pm 881.7,  
8 pm 883.2,  
9 pm 884.7,  
10 pm 886.2,  
11 pm 887.7,  
12 am 889.2,  
1 am 890.7,  
2 am 892.2,  
3 am 893.7,  
4 am 895.2,  
5 am 896.7,  
6 am 898.2,  
7 am 899.7,  
8 am 901.2,  
9 am 902.7,  
10 am 904.2,  
11 am 905.7,  
12 pm 907.2,  
1 pm 908.7,  
2 pm 910.2,  
3 pm 911.7,  
4 pm 913.2,  
5 pm 914.7,  
6 pm 916.2,  
7 pm 917.7,  
8 pm 919.2,  
9 pm 920.7,  
10 pm 922.2,  
11 pm 923.7,  
12 am 925.2,  
1 am 926.7,  
2 am 928.2,  
3 am 929.7,  
4 am 931.2,  
5 am 932.7,  
6 am 934.2,  
7 am 935.7,  
8 am 937.2,  
9 am 938.7,  
10 am 940.2,  
11 am 941.7,  
12 pm 943.2,  
1 pm 944.7,  
2 pm 946.2,  
3 pm 947.7,  
4 pm 949.2,  
5 pm 950.7,  
6 pm 952.2,  
7 pm 953.7,  
8 pm 955.2,  
9 pm 956.7,  
10 pm 958.2,  
11 pm 959.7,  
12 am 961.2,  
1 am 962.7,  
2 am 964.2,  
3 am 965.7,  
4 am 967.2,  
5 am 968.7,  
6 am 970.2,  
7 am 971.7,  
8 am 973.2,  
9 am 974.7,  
10 am 976.2,  
11 am 977.7,  
12 pm 979.2,  
1 pm 980.7,  
2 pm 982.2,  
3 pm 983.7,  
4 pm 985.2,  
5 pm 986.7,  
6 pm 988.2,  
7 pm 989.7,  
8 pm 991.2,  
9 pm 992.7,  
10 pm 994.2,  
11 pm 995.7,  
12 am 997.2,  
1 am 998.7,  
2 am 1000.2,  
3 am 1001.7,

Low		5	2
	-Daily		
48.19	Gilt Edged...	95.2	113.7
(31/1/75)	Industrials...	90.9	109.1
50.53	Speculative...	78.7	98.4
(8/1/76)	Totals.....	70.8	84.5
49.4			
(26/6/80)	5-day Avgro.		
43.5	Gilt Edged...	95.5	93.9
(28/10/71)	Industrials...	101.6	101.8
	Speculative...	99.0	104.8
	Totals.....	77.1	77.5

## TIONS

London Investment Trust  
 Dunlop, Double Eagle, FNF  
 Town and City Properties  
 Charterhall, GKN, Rank  
 Organisation, Fisons, Laporte  
 Johnson Firth Brown, Benl  
 and Turner and Newall. No pu  
 were reported, but doubles we  
 arranged in Harris Queensw  
 ENEC, Town and City, an

**S**  
**ITIES**

Electrical 16p	102	-1	b.3.85	2.0	5.4	10
John Pfd 16p	30	.....	.....	.....	.....	.....
VE	975	.....	.....	.....	.....	.....
ected Trans.	408	-2	17.5	4.7	6.2	3.3
se Petrol m	96	-2	b.1.09	4.0	1.6	2.2
M'roy's 55p	75	.....	.....	.....	.....	.....
k 10p	170	-8	.....	.....	.....	.....
	126	-5	.....	.....	.....	.....
Electronic 20p	77	.....	b.1.57	2.9	2.9	2.2

## REST STOCKS

STOCK	52
7% Conv. Pral.....	107p
5% 84% Conv Rod Cum 95Prf.....	10p
10% Conv Unk Ln 1995.....	10B
do & Gashead Water 84% Rod.....	98p
do 104% Conv Unk Ln 89-91.....	107
10% Conv. Unk. Ln. '95-2000.....	44pm
10% 78-81 Astsd.....	97
4 1/2% 77-82 Astsd.....	70
3 1/2% 80-85 Astsd.....	49
4 1/2% 87-99 Astsd.....	95
Deep 12% Unk Deb. '86-98 Unk 91pm	
Networks 9 1/2% Red. Prd. 1983-102	
ave settlement annuity Reg.....	510

Stock	Closing price p1	+ -
R. Baker John	48pm	
Do 7% Cnv Prel	18pm	+1
Do	9pm	+2
British Vita	348	
Freest & Hallamshire	116	
Camvale Estates 10p	140pm	
LA Hildon	159pm	
	40	
	360	

Marcellite House.....	295	.....
Alta & Allen.....	30pm	.....
Imperial Petroleum.....	181	.....
Petroleum.....	75pm	-5
Cardo.....	60pm	.....
Bank of Canada.....	97pm	.....
Cancer Care.....	15	.....

For dealing free of stamp duty. b Figures assumed divided and yield. c Forecasts. d Examples. F Dividend and yield based on 1978. G Gross. T Figures assumed not now ranking for dividend or ranking preference to public. p Pence unless otherwise noted. s Shares. o Ordinary shares as held by holders of ordinary shares as of 12/31/78. r Redeemed. t Issued by takeover. i Introduction. c Issued by

lenders (or fully-paid). @ Provisional contracts. † Unlisted security. ‡ Dealing & Resulting from debt settlement schemes

[illegible]

Consistent	FOODS (1)	NEW LOWS (23)
AG Resources	INDUSTRIALS (6)	CANADIANS (7)
Deposits	Standard Ind.	BUILDINGS (5)
Private Service	United Carriers	CHEMICALS (8)
Hambro Life	MOTORS (1)	SHOES (2)
Kwih-Kit	PROPERTY (2)	ENGINEERING (6)
Greenstock	SCOTIA Metropolitan	INDUSTRIALS (35)
Asale	Saskia Property	METALS (1)
Control Secs.	Whitson Estates	SHIPPING (1)
		SHOES (2)

RISES AND FALLS			On the week		
	Yesterday			Down	Same
Up	Down	Same	Up	Down	Same
222	105	138			

British Funds	4	2	59	63	19	243
Corporate, Dom. & Foreign Bonds	210	249	588	1,112	1,288	4,600
Industrial	126	6	385	514	1,239	2,239
Financial & Corp. Pref.	9	30	18	126	65	50
Oil	4	16	20	28	74	24
Plantations	33	63	33	242	258	295
Miner	56	40	79	228	285	300
Others						
<b>Totals</b>	<b>409</b>	<b>419</b>	<b>1,554</b>	<b>2,642</b>	<b>2,801</b>	<b>7,069</b>

**OFFSHORE &** **Great Fund Mgmt. (Jersey) Ltd.**  
PO Box 194, St. Heller, Jersey. **0534 27401**  
1980-1981 **10 18 67**

[illegible][illegible][illegible][illegible][illegible][illegible][illegible][illegible][illegible][illegible][illegible]

\_\_\_\_\_











# GKN Sankey to shed 900 jobs

By ARTHUR SMITH, MIDLANDS CORRESPONDENT

GKN Sankey and Goodyear announced nearly 1,000 redundancies yesterday in response to the continued slump in the automotive industry.

GKN Sankey, which makes pressings, such as wheels and tractor and lorry cabs, told union leaders that 644 jobs must go in addition to nearly 1,200 already shed this year.

The company blamed the depressed state of the UK vehicle industry, aggravated by the growth of imported cars. This is the first detailed announcement following a warning given with GKN Sankey's interim results last month that 2,000 jobs would have to be lost to achieve a 10,000 reduction in the labour force in the current year.

The largest engineering group in the UK, GKN suffered a 58 per cent fall in pre-tax profits to £22.4m in the six months to June 30.

GKN Sankey is implementing 930 redundancies involving the closure of the Cable Street works at Wolverhampton. The division lost 280 jobs in the first quarter of this year.

The principal victim of the latest cut is the Telford headquarters where 381 of the 4,700-strong workforce are to be made redundant. The workforce at the Albert Street plant at Bilston, with 1,100 employees, will be cut by about 80 per cent.

Goodyear is looking for a reduction of 294 white-collar jobs. The company said the decision was "regrettable" but necessary.

About 180 of the jobs will be lost at the Wolverhampton headquarters where the 4,500-strong workforce has been on a four-day week for the past three weeks.

Christian Salvesen, the cold store specialist, is closing down its packaging plant at Bourne, Lincs, with the loss of 300 jobs. The company has blamed the cutback on the recession coupled with a poor pea and bean harvest.

Helena Rubenstein, the cosmetic manufacturer, is to close its UK manufacturing plant at Molesey, Surrey, with the loss of 98 jobs now and a further 53 by the end of the year.

An attempt to save the planned closure of Metal Box's Worcester plant with the loss of 780 jobs is to be made by Mrs. Peggy Fenner, Conservative MP for the constituency. She has asked for a meeting with the chairman of the Reading-based company to plead the case of the workforce.

Production of BL Metro to resume on Monday. PRODUCTION OF BL's Mini-Metro should be fully resumed on Monday, after 500 strikers agreed to accept a back-to-work peace formula yesterday.

The workers walked out on Thursday in a dispute over one man who refused to be moved from the rectification area of the new Lonsbridge factory to an assembly line.

Production of the Metro, to be launched next Wednesday, was quickly halted. It was the first stoppage to hit the car on which BL is pinning much of its future survival plans.

But both sides were clearly anxious to reach a speedy settlement and a peace formula was agreed at meetings between plant management and the works committee. When the formula was put to a mass meeting inside the factory yesterday, the strikers agreed to a

full return to normal working on Monday.

Further talks will then take place on the workers' grievances. Though about 500 Metros were lost by the stoppage, BL, which is the launch date will be unaffected as showrooms around the country are already well stocked with the vehicles.

After its launch, the Metro—product of a £275m investment—will go on show to the public for the first time at the Motor Show in Birmingham which opens on October 17.

The strikers said they had been co-operating in labour mobility, but the aggressive attitude of a senior superintendent went too far. "These people have been moved here, there and everywhere," said Mr. Jack Adams, the Lonsbridge convenor.

Production of the Metro, to be launched next Wednesday, was quickly halted. It was the first stoppage to hit the car on which BL is pinning much of its future survival plans.

But both sides were clearly anxious to reach a speedy settlement and a peace formula was agreed at meetings between plant management and the works committee. When the formula was put to a mass meeting inside the factory yesterday, the strikers agreed to a

full return to normal working on Monday.

Further talks will then take place on the workers' grievances. Though about 500 Metros were lost by the stoppage, BL, which is the launch date will be unaffected as showrooms around the country are already well stocked with the vehicles.

After its launch, the Metro—product of a £275m investment—will go on show to the public for the first time at the Motor Show in Birmingham which opens on October 17.

The strikers said they had been co-operating in labour mobility, but the aggressive attitude of a senior superintendent went too far. "These people have been moved here, there and everywhere," said Mr. Jack Adams, the Lonsbridge convenor.

Production of the Metro, to be launched next Wednesday, was quickly halted. It was the first stoppage to hit the car on which BL is pinning much of its future survival plans.

## Key skilled workers remain in demand

By Alan Pike

Key skilled workers were still in short supply in some sectors of industry as recently as June of this year, in spite of rising unemployment and a sharp fall in demand for labour.

This is confirmed in an analysis published in the latest edition of Economic Trends yesterday. Shortages are particularly serious in the engineering industry.

The most recent areas of difficulty have been in the South-east and East Anglia.

The engineering industry has been severely affected by skill shortages in the past, although the problem is greatly mitigated by the impact of the recession.

General shortages by the middle of this year were restricted to a few occupations — machine tool operators, toolmakers, tool fitters and sheet metal workers.

The demand for skilled engineering occupations has fallen sharply in all regions since June last year. Among the smallest falls were in the South-west—where unemployment among skilled engineers has risen by only 12 per cent over the year, compared with almost 40 per cent nationally—and Scotland, where employment has been sustained by oil platform work. Yorkshire and Humbershire experienced the greatest decline in engineering vacancies between June, 1979, and June, 1980.

Textiles is another industry with a dramatic decline in the demand for skilled labour over the past year.

Mr. Alan Oliver of the Manpower Services Commission (MSC), the author of the analysis, says that while lack of adequate training is often identified as a major cause of skill shortages, other factors may be just as important.

An MSC working party found much evidence to suggest that the problem was not so much getting people trained as keeping them in the trade.

Other causes suggested were that some employers were over-selective in recruiting standards, and that job insecurity induced wastage.

THE Engineering Employers' Federation made an agreement exactly a year ago with the Confederation of Shipbuilding and Engineering Union which was widely regarded as a "sell-out" to the unions.

There were predictions that it spelled the end of the EEF as a national negotiating body, and that many of the 6,500 member companies would leave the federation.

But the passage of time has dealt kindly with the EEF. A handful of member companies resigned or were expelled at the time of the dispute for settling outside the employers' terms. A few departed because they went out of business, but others have joined.

One blow to EEF finances was the departure of BL, which decided before the dispute that it wanted to change its bargaining structure. BL contributed about £300,000 to the regional associations, of which one third went to the federation.

The GEC membership has not changed, in spite of the fact that Sir Arnold Weinstock (as he then was) to his managing directors at the time of the dispute to reconsider the pros

and cons of federation. On balance, the EEF still has 6,500 member companies, representing about 60 per cent of the industry in terms of numbers employed.

Many companies have discussed the benefits and drawbacks over the past year, yet all have decided that they will stay for the time being. This is in spite of the cost of subscriptions, and much more important, the cost of an expensive settlement with the unions last year.

Why do they see it this way? First, the national negotiating mechanism continues to benefit many employers, as well as the engineering unions.

Most companies probably pay above the minimum rates which are negotiated at national level, but the national agreement on working conditions is the general standard throughout most of the federated companies. The employers' stand over the reduction in the working week, finally conceded, was the key point in last year's dispute.

Second, the Federation provides advice on a host of economic and social issues, which is helpful for the small busy company.

The EEF will also provide legal services at industrial tribunals at no extra cost on the annual subscription. The chances of a small company being involved in such cases may be slight, but it is a relief if they know they can get such help.

Third, the EEF acts as a pressure group for the engineering industry. In the past year, it succeeded in getting a clause inserted into the Employment Act which tightened conditions for immunity from proceedings on secondary action.

In its capacity as a representative body of the engineering industry, the EEF can act most of the time without treading on the toes of trade associations.

The industry is split into more than 200 trade associations, many too small to have any influential voice in Government circles.

Many of the EEF's active members, however, are also enthusiastic members of their trade associations so the Federation has to move carefully.

An example of the delicate care that it has to take was the formation of a body last year to represent the industry in Brussels.

Rather than providing representatives, the EEF encouraged some of the leading trade associations, to form their own council, and provided them with back-up facilities. The EEF did not want to be seen as the dominant force.

The move for the EEF to become more than just an employer's body was set in motion early in the 1970s. The present director-general, Mr. Anthony Frodsham, has continued to take it along this path.

All the same, its effectiveness at government level is much less than the CBI, while its large member companies frequently prefer to make their own case rather than trying to represent the engineering industry.

The main problem for the EEF in its non-industrial relations roles is the fragmented structure of the engineering industry. Unlike the chemicals industry, for example, engineering covers a large number of companies which are frequently extremely independent, and often parochial.

## Hazel Duffy looks at the engineers' pressure group which survived a 'sell-out'

# Federation retains employers' confidence

THE Engineering Employers' Federation made an agreement exactly a year ago with the Confederation of Shipbuilding and Engineering Union which was widely regarded as a "sell-out" to the unions.

There were predictions that it spelled the end of the EEF as a national negotiating body, and that many of the 6,500 member companies would leave the federation.

But the passage of time has dealt kindly with the EEF. A handful of member companies resigned or were expelled at the time of the dispute for settling outside the employers' terms. A few departed because they went out of business, but others have joined.

One blow to EEF finances was the departure of BL, which decided before the dispute that it wanted to change its bargaining structure. BL contributed about £300,000 to the regional associations, of which one third went to the federation.

The GEC membership has not changed, in spite of the fact that Sir Arnold Weinstock (as he then was) to his managing directors at the time of the dispute to reconsider the pros

and cons of federation. On balance, the EEF still has 6,500 member companies, representing about 60 per cent of the industry in terms of numbers employed.

Many companies have discussed the benefits and drawbacks over the past year, yet all have decided that they will stay for the time being. This is in spite of the cost of subscriptions, and much more important, the cost of an expensive settlement with the unions last year.

Why do they see it this way? First, the national negotiating mechanism continues to benefit many employers, as well as the engineering unions.

Most companies probably pay above the minimum rates which are negotiated at national level, but the national agreement on working conditions is the general standard throughout most of the federated companies. The employers' stand over the reduction in the working week, finally conceded, was the key point in last year's dispute.

Second, the Federation provides advice on a host of economic and social issues, which is helpful for the small busy company.

The EEF will also provide legal services at industrial tribunals at no extra cost on the annual subscription. The chances of a small company being involved in such cases may be slight, but it is a relief if they know they can get such help.

Third, the EEF acts as a pressure group for the engineering industry. In the past year, it succeeded in getting a clause inserted into the Employment Act which tightened conditions for immunity from proceedings on secondary action.

In its capacity as a representative body of the engineering industry, the EEF can act most of the time without treading on the toes of trade associations.

The industry is split into more than 200 trade associations, many too small to have any influential voice in Government circles.

Many of the EEF's active members, however, are also enthusiastic members of their trade associations so the Federation has to move carefully.

An example of the delicate care that it has to take was the formation of a body last year to represent the industry in Brussels.

Rather than providing representatives, the EEF encouraged some of the leading trade associations, to form their own council, and provided them with back-up facilities. The EEF did not want to be seen as the dominant force.

The move for the EEF to become more than just an employer's body was set in motion early in the 1970s. The present director-general, Mr. Anthony Frodsham, has continued to take it along this path.

All the same, its effectiveness at government level is much less than the CBI, while its large member companies frequently prefer to make their own case rather than trying to represent the engineering industry.

The main problem for the EEF in its non-industrial relations roles is the fragmented structure of the engineering industry. Unlike the chemicals industry, for example, engineering covers a large number of companies which are frequently extremely independent, and often parochial.

The strength of the EEF's regional associations, some of which act almost autonomously from the federation's London head office.

It would not have come as a surprise after last year's long and surprisingly bitter dispute in the engineering industry if the EEF's membership had dropped.

In fact, it is more likely to lead to a shift in power away from the centre and towards the regions. Some members think that a system of national negotiations on conditions will continue, but that pay negotiations would be better taken over by the regions.

The next meeting between employers and the CSEU on current wage negotiations is scheduled for October 12.

In the light of the current state of the industry, and with the four-year agreement on working conditions being broken, it is not expected to lead to a repeat of last year's troubles. But many members think it is only a matter of time before there are major changes in the method of bargaining.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."

The committee will meet again on October 17, and probably fortnightly thereafter, but pay will be discussed before then at the second full meeting of the Council of Civil Service Unions on Monday, which is also expected to approve its own draft constitution.

Mr. William Whitelaw, Home Secretary, yesterday again refused arbitration over a claim by the Public Officers' Association over meal break payments. Industrial action in the prisons over the claim is due to begin on Monday.

members of developments and for the issue of advice on action.

Union officials were satisfied at the degree of unity shown at the meeting, in contrast to the divisions which developed between them during action in the 1979 "winter of discontent."



**FINANCE, LAND—Continued**[illegible]

F.N.F.C.	24	R.N.H.	43	Premier	33
Power Accident	25	Bank Ind.	44	Trade	34
Rice Electric	26	Bank Ind.	45	Transport	35
China	27	Bank Ind.	46	Ultramar	36
China	28	Bank Ind.	47	Ultramar	37
C.S.A.'s	30	Bank Ind.	49	Ultramar	39
Guarantee	31	Bank Ind.	50	Ultramar	40
Guarantee	32	Bank Ind.	51	Ultramar	41
Guarantee	33	Bank Ind.	52	Ultramar	42
Guarantee	34	Bank Ind.	53	Ultramar	43
Guarantee	35	Bank Ind.	54	Ultramar	44
Guarantee	36	Bank Ind.	55	Ultramar	45
Guarantee	37	Bank Ind.	56	Ultramar	46
Guarantee	38	Bank Ind.	57	Ultramar	47
Guarantee	39	Bank Ind.	58	Ultramar	48
Guarantee	40	Bank Ind.	59	Ultramar	49
Guarantee	41	Bank Ind.	60	Ultramar	50
Guarantee	42	Bank Ind.	61	Ultramar	51
Guarantee	43	Bank Ind.	62	Ultramar	52
Guarantee	44	Bank Ind.	63	Ultramar	53
Guarantee	45	Bank Ind.	64	Ultramar	54
Guarantee	46	Bank Ind.	65	Ultramar	55
Guarantee	47	Bank Ind.	66	Ultramar	56
Guarantee	48	Bank Ind.	67	Ultramar	57
Guarantee	49	Bank Ind.	68	Ultramar	58
Guarantee	50	Bank Ind.	69	Ultramar	59
Guarantee	51	Bank Ind.	70	Ultramar	60
Guarantee	52	Bank Ind.	71	Ultramar	61
Guarantee	53	Bank Ind.	72	Ultramar	62
Guarantee	54	Bank Ind.	73	Ultramar	63
Guarantee	55	Bank Ind.	74	Ultramar	64
Guarantee	56	Bank Ind.	75	Ultramar	65
Guarantee	57	Bank Ind.	76	Ultramar	66
Guarantee	58	Bank Ind.	77	Ultramar	67
Guarantee	59	Bank Ind.	78	Ultramar	68
Guarantee	60	Bank Ind.	79	Ultramar	69
Guarantee	61	Bank Ind.	80	Ultramar	70
Guarantee	62	Bank Ind.	81	Ultramar	71
Guarantee	63	Bank Ind.	82	Ultramar	72
Guarantee	64	Bank Ind.	83	Ultramar	73
Guarantee	65	Bank Ind.	84	Ultramar	74
Guarantee	66	Bank Ind.	85	Ultramar	75
Guarantee	67	Bank Ind.	86	Ultramar	76
Guarantee	68	Bank Ind.	87	Ultramar	77
Guarantee	69	Bank Ind.	88	Ultramar	78
Guarantee	70	Bank Ind.	89	Ultramar	79
Guarantee	71	Bank Ind.	90	Ultramar	80
Guarantee	72	Bank Ind.	91	Ultramar	81
Guarantee	73	Bank Ind.	92	Ultramar	82
Guarantee	74	Bank Ind.	93	Ultramar	83
Guarantee	75	Bank Ind.	94	Ultramar	84
Guarantee	76	Bank Ind.	95	Ultramar	85
Guarantee	77	Bank Ind.	96	Ultramar	86
Guarantee	78	Bank Ind.	97	Ultramar	87
Guarantee	79	Bank Ind.	98	Ultramar	88
Guarantee	80	Bank Ind.	99	Ultramar	89
Guarantee	81	Bank Ind.	100	Ultramar	90
Guarantee	82	Bank Ind.	101	Ultramar	91
Guarantee	83	Bank Ind.	102	Ultramar	92
Guarantee	84	Bank Ind.	103	Ultramar	93
Guarantee	85	Bank Ind.	104	Ultramar	94
Guarantee	86	Bank Ind.	105	Ultramar	95
Guarantee	87	Bank Ind.	106	Ultramar	96
Guarantee	88	Bank Ind.	107	Ultramar	97
Guarantee	89	Bank Ind.	108	Ultramar	98
Guarantee	90	Bank Ind.	109	Ultramar	99
Guarantee	91	Bank Ind.	110	Ultramar	100
Guarantee	92	Bank Ind.	111	Ultramar	101
Guarantee	93	Bank Ind.	112	Ultramar	102
Guarantee	94	Bank Ind.	113	Ultramar	103
Guarantee	95	Bank Ind.	114	Ultramar	104
Guarantee	96	Bank Ind.	115	Ultramar	105
Guarantee	97	Bank Ind.	116	Ultramar	106
Guarantee	98	Bank Ind.	117	Ultramar	107
Guarantee	99	Bank Ind.	118	Ultramar	108
Guarantee	100	Bank Ind.	119	Ultramar	109
Guarantee	101	Bank Ind.	120	Ultramar	110
Guarantee	102	Bank Ind.	121	Ultramar	111
Guarantee	103	Bank Ind.	122	Ultramar	112
Guarantee	104	Bank Ind.	123	Ultramar	113
Guarantee	105	Bank Ind.	124	Ultramar	114
Guarantee	106	Bank Ind.	125	Ultramar	115
Guarantee	107	Bank Ind.	126	Ultramar	116
Guarantee	108	Bank Ind.	127	Ultramar	117
Guarantee	109	Bank Ind.	128	Ultramar	118
Guarantee	110	Bank Ind.	129	Ultramar	119
Guarantee	111	Bank Ind.	130	Ultramar	120
Guarantee	112	Bank Ind.	131	Ultramar	121
Guarantee	113	Bank Ind.	132	Ultramar	122
Guarantee	114	Bank Ind.	133	Ultramar	123
Guarantee	115	Bank Ind.	134	Ultramar	124
Guarantee	116	Bank Ind.	135	Ultramar	125
Guarantee	117	Bank Ind.	136	Ultramar	126
Guarantee	118	Bank Ind.	137	Ultramar	127
Guarantee	119	Bank Ind.	138	Ultramar	128
Guarantee	120	Bank Ind.	139	Ultramar	129
Guarantee	121	Bank Ind.	140	Ultramar	130
Guarantee	122	Bank Ind.	141	Ultramar	131
Guarantee	123	Bank Ind.	142	Ultramar	132
Guarantee	124	Bank Ind.	143	Ultramar	133
Guarantee	125	Bank Ind.	144	Ultramar	134
Guarantee	126	Bank Ind.	145	Ultramar	135
Guarantee	127	Bank Ind.	146	Ultramar	136
Guarantee	128	Bank Ind.	147	Ultramar	137
Guarantee	129	Bank Ind.	148	Ultramar	138
Guarantee	130	Bank Ind.	149	Ultramar	139
Guarantee	131	Bank Ind.	150	Ultramar	140
Guarantee	132	Bank Ind.	151	Ultramar	141
Guarantee	133	Bank Ind.	152	Ultramar	142
Guarantee	134	Bank Ind.	153	Ultramar	143
Guarantee	135	Bank Ind.	154	Ultramar	144
Guarantee	136	Bank Ind.	155	Ultramar	145
Guarantee	137	Bank Ind.	156	Ultramar	146
Guarantee	138	Bank Ind.	157	Ultramar	147
Guarantee	139	Bank Ind.	158	Ultramar	148
Guarantee	140	Bank Ind.	159	Ultramar	149
Guarantee	141	Bank Ind.	160	Ultramar	150
Guarantee	142	Bank Ind.	161	Ultramar	151
Guarantee	143	Bank Ind.	162	Ultramar	152
Guarantee	144	Bank Ind.	163	Ultramar	153
Guarantee	145	Bank Ind.	164	Ultramar	154
Guarantee	146	Bank Ind.	165	Ultramar	155
Guarantee	147	Bank Ind.	166	Ultramar	156
Guarantee	148	Bank Ind.	167	Ultramar	157
Guarantee	149	Bank Ind.	168	Ultramar	158
Guarantee	150	Bank Ind.	169	Ultramar	159
Guarantee	151	Bank Ind.	170	Ultramar	160
Guarantee	152	Bank Ind.	171	Ultramar	161
Guarantee	153	Bank Ind.	172	Ultramar	162
Guarantee	154	Bank Ind.	173	Ultramar	163
Guarantee	155	Bank Ind.	174	Ultramar	164
Guarantee	156	Bank Ind.	175	Ultramar	165
Guarantee	157	Bank Ind.	176	Ultramar	166
Guarantee	158	Bank Ind.	177	Ultramar	167
Guarantee	159	Bank Ind.	178	Ultramar	168
Guarantee	160	Bank Ind.	179	Ultramar	169
Guarantee	161	Bank Ind.	180	Ultramar	170
Guarantee	162	Bank Ind.	181	Ultramar	171
Guarantee	163	Bank Ind.	182	Ultramar	172
Guarantee	164	Bank Ind.	183	Ultramar	173
Guarantee	165	Bank Ind.	184	Ultramar	174
Guarantee	166	Bank Ind.	185	Ultramar	175
Guarantee	167	Bank Ind.	186	Ultramar	176
Guarantee	168	Bank Ind.	187	Ultramar	177
Guarantee	169	Bank Ind.	188	Ultramar	178
Guarantee	170	Bank Ind.	189	Ultramar	179
Guarantee	171	Bank Ind.	190	Ultramar	180
Guarantee	172	Bank Ind.	191	Ultramar	181
Guarantee	173	Bank Ind.	192	Ultramar	182
Guarantee	174	Bank Ind.	193	Ultramar	183
Guarantee	175	Bank Ind.	194	Ultramar	184
Guarantee	176	Bank Ind.	195	Ultramar	185
Guarantee	177	Bank Ind.	196	Ultramar	186
Guarantee	178	Bank Ind.	197	Ultramar	187
Guarantee	179	Bank Ind.	198	Ultramar	188
Guarantee	180	Bank Ind.	199	Ultramar	189
Guarantee	181	Bank Ind.	200	Ultramar	190
Guarantee	182	Bank Ind.	201	Ultramar	191
Guarantee	183	Bank Ind.	202	Ultramar	192
Guarantee	184	Bank Ind.	203	Ultramar	193
Guarantee	185	Bank Ind.	204	Ultramar	194
Guarantee	186	Bank Ind.	205	Ultramar	195
Guarantee	187	Bank Ind.	206	Ultramar	196
Guarantee	188	Bank Ind.	207	Ultramar	197
Guarantee	189	Bank Ind.	208	Ultramar	198
Guarantee	190	Bank Ind.	209	Ultramar	199
Guarantee	191	Bank Ind.	210	Ultramar	200
Guarantee	192	Bank Ind.	211	Ultramar	201
Guarantee	193	Bank Ind.	212	Ultramar	202
Guarantee	194	Bank Ind.	213	Ultramar	203
Guarantee	195	Bank Ind.	214	Ultramar	204
Guarantee	196	Bank Ind.	215	Ultramar	205
Guarantee	197	Bank Ind.	216	Ultramar	206
Guarantee	198	Bank Ind.	217	Ultramar	207
Guarantee	199	Bank Ind.	218	Ultramar	208
Guarantee	200	Bank Ind.	219	Ultramar	209
Guarantee	201	Bank Ind.	220	Ultramar	210
Guarantee	202	Bank Ind.	221	Ultramar	211
Guarantee	203	Bank Ind.	222	Ultramar	212
Guarantee	204	Bank Ind.	223	Ultramar	213
Guarantee	205	Bank Ind.	224	Ultramar	214
Guarantee	206	Bank Ind.	225	Ultramar	215
Guarantee	207	Bank Ind.	226	Ultramar	216
Guarantee	208	Bank Ind.	227	Ultramar	217
Guarantee	209	Bank Ind.	228	Ultramar	218
Guarantee	210	Bank Ind.	229	Ultramar	219
Guarantee	211	Bank Ind.	230	Ultramar	220
Guarantee	212	Bank Ind.	231	Ultramar	221
Guarantee	213	Bank Ind.	232	Ultramar	222
Guarantee	214	Bank Ind.	233	Ultramar	223
Guarantee	215	Bank Ind.	234	Ultramar	224
Guarantee	216	Bank Ind.	235	Ultramar	225
Guarantee	217	Bank Ind.	236	Ultramar	226
Guarantee	218	Bank Ind.	237	Ultramar	227
Guarantee	219	Bank Ind.	238	Ultramar	228
Guarantee	220	Bank Ind.	239	Ultramar	229
Guarantee	221	Bank Ind.	240	Ultramar	230
Guarantee	222	Bank Ind.	241	Ultramar	231
Guarantee	223	Bank Ind.	242	Ultramar	232
Guarantee	224	Bank Ind.	243	Ultramar	233
Guarantee	225	Bank Ind.	244	Ultramar	234
Guarantee	226	Bank Ind.	245	Ultramar	235
Guarantee	227	Bank Ind.	246	Ultramar	236
Guarantee	228	Bank Ind.	247	Ultramar	237
Guarantee	229	Bank Ind.	248	Ultramar	238
Guarantee	230	Bank Ind.	249	Ultramar	239
Guarantee	231	Bank Ind.	250	Ultramar	240
Guarantee	232	Bank Ind.	251	Ultramar	241
Guarantee	233	Bank Ind.	252	Ultramar	242
Guarantee	234	Bank Ind.	253	Ultramar	243
Guarantee	235	Bank Ind.	254	Ultramar	244
Guarantee	236	Bank Ind.	255	Ultramar	245
Guarantee	237	Bank Ind.	256	Ultramar	246
Guarantee	238	Bank Ind.	257	Ultramar	247
Guarantee	239	Bank Ind.	258	Ultramar	248
Guarantee	240	Bank Ind.	259	Ultramar	249
Guarantee	241	Bank Ind.	260	Ultramar	250
Guarantee	242	Bank Ind.	261	Ultramar	251
Guarantee	243	Bank Ind.	262	Ultramar	252
Guarantee	244	Bank Ind.	263	Ultramar	253
Guarantee	245	Bank Ind.	264	Ultramar	254
Guarantee	246	Bank Ind.	265	Ultramar	255
Guarantee	247	Bank Ind.	266	Ultramar	256
Guarantee	248	Bank Ind.	267	Ultramar	257
Guarantee	249	Bank Ind.	268	Ultramar	258
Guarantee	250	Bank Ind.	269	Ultramar	259
Guarantee	251	Bank Ind.	270	Ultramar	260
Guarantee	252	Bank Ind.	271	Ultramar	261
Guarantee	253	Bank Ind.	272	Ultramar	262
Guarantee	254	Bank Ind.	273	Ultramar	263
Guarantee	255	Bank Ind.	274	Ultramar	264
Guarantee	256	Bank Ind.	275	Ultramar	265
Guarantee	257	Bank Ind.	276	Ultramar	266
Guarantee	258	Bank Ind.	277	Ultramar	267
Guarantee	259	Bank Ind.	278	Ultramar	268
Guarantee	260	Bank Ind.	279	Ultramar	269
Guarantee	261	Bank Ind.	280	Ultramar	270
Guarantee	262	Bank Ind.	281	Ultramar	271
Guarantee	263	Bank Ind.	282	Ultramar	272
Guarantee	264	Bank Ind.	283	Ultramar	273
Guarantee	265	Bank Ind.	284	Ultramar	274
Guarantee	266	Bank Ind.	285	Ultramar	275
Guarantee	267	Bank Ind.	286	Ultramar	276
Guarantee	268	Bank Ind.	287	Ultramar	277
Guarantee	269	Bank Ind.	288	Ultramar	278
Guarantee	270	Bank Ind.	289	Ultramar	279
Guarantee	271	Bank Ind.	290	Ultramar	

This service is available to every Company dealt in on the  
Exchanges throughout the United Kingdom for a fee of £50  
per annum for each security



